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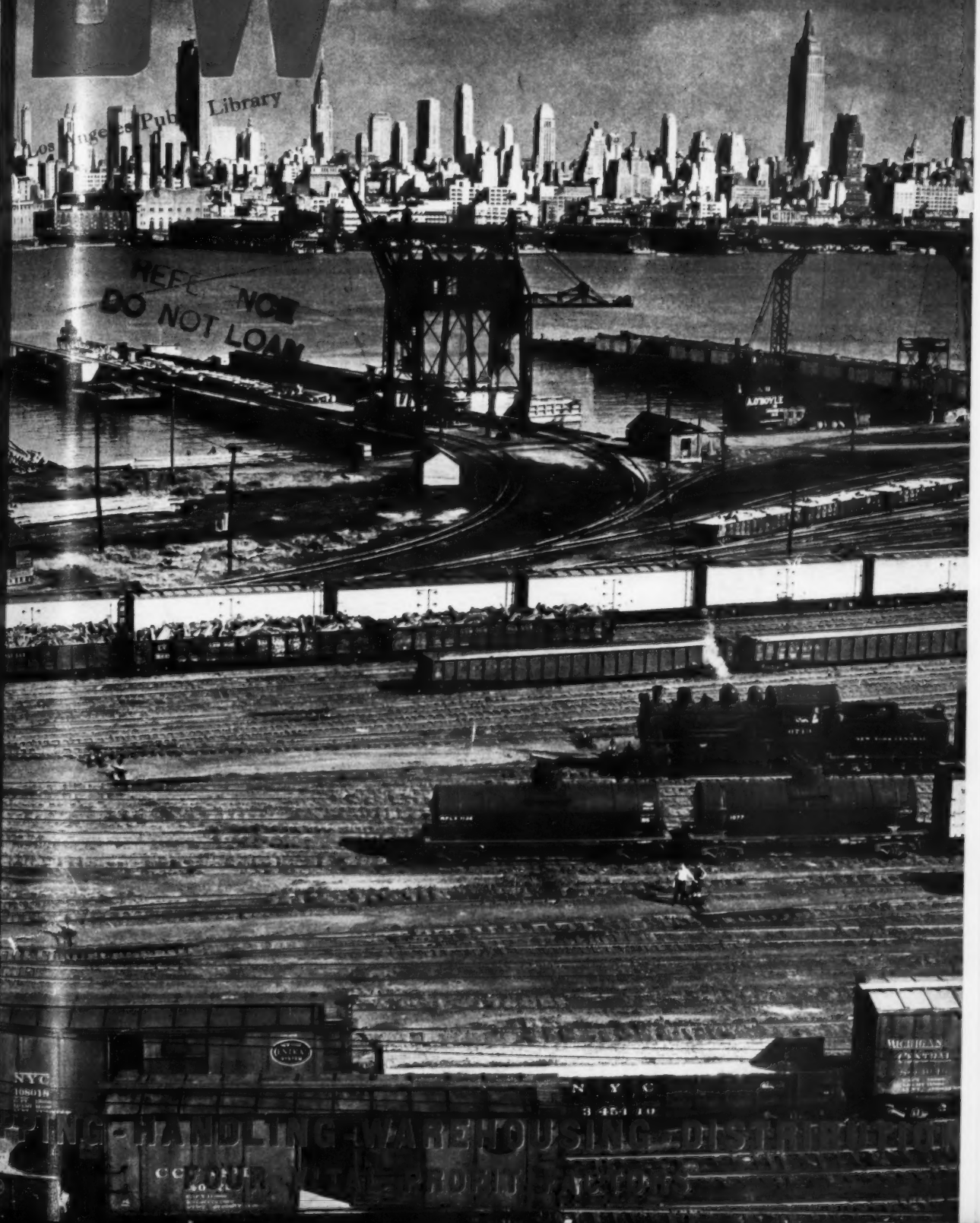
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## FOUR VITAL PROFIT FACTORS

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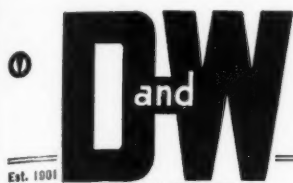
*F. Eugene Spooner, Editor*

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**Services and Supplies**

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## TRADE ASSOCIATIONS IN LAW AND BUSINESS

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# The Editor's Page

## Institute's Future Bright

THE establishment of a national institute of traffic management has received the official blessing of the Big Three traffic organizations, namely the Associated Traffic Clubs of America, the National Industrial Traffic League and the Association of Practitioners before the Interstate Commerce Commission. After full discussion and due consideration, their directors have unanimously endorsed the institute in principle. And though none of the organizations feel that they should sponsor the movement, that in itself can be looked upon as a very wise move, one that in time will be appreciated more fully than at present.

Lack of sponsorship is simple to understand. In the first place, it admits that the campaign carried on during the past year or so by *DandW* through the able pen of Floyd Keeling has accomplished so much that it is now possible for an independent organization to form and stand on its own feet. That this is necessary for real accomplishment is only too apparent.

From now on, it can be expected that a large number of the outstanding traffic men, who have been "holding back" in open support of the institute movement by reason of their respective association affiliations, will now get on the band wagon to see that something concrete is accomplished to form a new organization, establish standards, etc.

It is expected that around the early part of January, a meeting will be called by some of the leading traffic men of the country to discuss ways and means to bring into fulfillment crusader Keeling's dream. And to all of this, your editor says, three rousing cheers.

## St. Lawrence Project Revived

EARLY French explorers attempted to sail from the Atlantic up into the Great Lakes, seeking a passage to the Far East. Modern Americans have tried for more than a century to solve the problem of going up and down stairs in big ships from salt water to the vast inland sea system owned jointly by Canada and the United States. Recent moves in the capitals of the two nations have revived this fascinating but tremendously expensive project.

The five Great Lakes, with their St. Lawrence River spillway, form the world's largest and most commercially important fresh water navigation system. From the Minnesota headwaters of the St. Louis River, the source, down to the salt Gulf of St. Lawrence is a distance of 2200 miles. At a narrow midpoint in this waterway, the Detroit River, the normal transit tonnage of shipping is about three times greater than at either Panama or Suez; in the peak shipping year of 1929, when 30,000,000 tons passed through the American Canal and 34,000,000 went through the great ocean thoroughfare between Asia Minor and Africa, Detroit saw 110,000,000 tons of merchandise floated past its front door.

There are two practicable approaches from the sea to the lakes. Ships of draft up to 30 ft. can go up as far as Montreal on the St. Lawrence River, and that means that 90 per cent of all sea-going vessels, including large and comfortable passenger liners, can penetrate that far. Good-sized ships can also enter the Port of New York, sail due north up the Hudson River and go to the head of navigation at Albany, some 360 miles from Buffalo on Lake Erie.

Beyond Albany, water travel inland becomes a canal boat proposition, and above Montreal, partly conquered natural obstacles still permit passage only to smaller freighters and passenger boats.

At the present time a great many yachts make voyages up the Hudson and through the New York State Barge Canal to Lake Erie at Tonawanda and Buffalo or into Lake Ontario at Oswego. Others branch off the canal and go by way of the Champlain Canal, Lake Champlain and the Richelieu Canal into the St. Lawrence below Montreal. Larger yachts with superstructures too high to get under the fixed bridges along the canals sail out around Nova Scotia and straight up the St. Lawrence River to the lakes. There is a back door also into the system for small craft by way of the Chicago River to the Mississippi and the Gulf of Mexico.

However, pleasure craft arrive at the surface of the water plateau inland and find a magnificent Summer playground. The five great expanses of sailing area bordered all along the north side by the great Canadian forest present a cruising region with alluring possibilities which include the finest kind of sport fishing. Lake dwellers on both sides of the lake shores are enjoying these advantages to a greater extent than is realized by yachtsmen who always stick to the seacoast.

But neither the Canadians nor the Americans who live in the continental regions around the lakes are satisfied with this. They look forward to the day when real ocean-going cargo and passenger ships can go up and down from ocean to lakes, and cargo and voyagers can be carried by boat from Duluth, Chicago, Detroit, Cleveland and the other lake cities directly to Europe and all the ports of the world.

It is possible to realize that dream. Ship channels can be constructed either from the headwaters of the Hudson, or around the rapids that block navigation on the upper St. Lawrence.

The first of these plans is not being considered seriously, but the second one is. The crux of the whole difficulty along the St. Lawrence route is the 48-mile stretch of the International Rapids, not far above Montreal. To build a by-pass with locks around the rapids and otherwise improve the entire waterway along the St. Lawrence to the lakes would cost an estimated \$543,429,000—considerably more than the construction cost of the Panama Canal. A by-product of the undertaking would be a hydroelectric development with an output of over 2,000,000 hp.

Arguments both for and against the project have been advanced and the scheme has prominent advocates and opponents.

Presidents Wilson, Harding, Coolidge, Hoover and Franklin D. Roosevelt have been interested in the plan. It is urged in its favor that a seaway would make the populous agricultural and industrial Midwest an ocean seaport country and vastly increase its commerce and wealth. Besides that, 2,000,000 hp. in added energy has immense value.

On the other hand, there is the staggering initial cost of the project, which those opposed say is out of proportion to the benefits to be derived from it. Some eminent engineers compute the cost to be far greater than the government figures, too; the late Hugh L. Cooper, hydraulic engineer, believed the entire amount would be well above \$1,000,000,000. The waterway would be blocked by ice through 5 mos. of each year. Shipping men in New York, Albany, Boston, the Delaware and Chesapeake Bay ports and New Orleans say it would disrupt their warm weather rail traffic for export and ruin their cities commercially.

The United States and Canada made a treaty in 1932 to build the seaway jointly. Neither country has ever ratified the agreement, and the project has been

dormant for several years. It again has become a lively issue, because Canada wants more power for her booming war industries.

### Warehouse State and Federal Bond Overlapping Protested

A protest by St. Louis, Kansas City, and St. Joseph, Mo. warehousemen has paved the way for an adjustment of bond filing requirements which may do away with overlapping of State and Federal requirements in that respect and establish a precedent for easing other rules which call upon industry for costly dual responses to both authorities.

A simple plan was placed before Attorney General Frank Murphy and Secretary of Agriculture Henry A. Wallace on Nov. 9 by Governor Stark of Missouri. He proposed that warehousemen be obligated to respond to the requirements of their state regulatory bodies, but that bonds filed with the state be charged off against any bond required by the Federal Government.

Inquiry late in November at the Federal offices in Washington indicated that no serious objection to the Governor's proposal has been interposed. Likelihood is that the plan will be adopted, it was said.—*Butler*.

### "Manufacturing in Transit" Zone Planned for San Francisco

A "manufacturing in transit" zone for San Francisco is an idea on which researches are being made by the Harbour Commission. While similar to the Free Zone plan, the manufacturing in transit zone would be much superior, according to J. F. Marius, who is studying the entire question with the aim of establishing such a zone in San Francisco if it proves feasible. Mr. Marius has recently returned from an Eastern trip where he looked into the existing New York Free Zone at Staten Island.

Under the Manufacturing in Transit Zone plan that Mr. Marius has in mind, he says commodities could be brought to San Francisco, then processed and manufactured in properly established plants and shipped out again without the necessity of duty payments on the raw products. In other words, it would permit raw materials to come into manufacturing plants duty-free. Mr. Marius admits that the plan has not got very far as yet, but is still in the study period. A similar technique works satisfactorily in ports in France, where he looked into its operation, Mr. Marius says, and once the San Francisco plan is perfected, he does not believe that the warehouse industry will find reason to oppose it.

"I am not interested in a free port as such. What I am interested in is any movement of commodities that increases efficiency and makes for economy. Our national economy depends on efficient distribution. I am interested in any idea making for facilitation of the movement of commodities. If a free zone will do this, then it is our duty to look into it from every angle. I would not say that the present free zone set up, as it exists at Staten Island, for instance, is correct or good. I had heard that some of its weaknesses had been corrected. I wouldn't say there is much evidence of correction, but merely of refinement."

Several years ago, application was made to establish a free zone in San Francisco, but it was turned down by the Treasury Department, according to Mr. Marius. Present studies of the Harbour Commission are to determine if an improved free zone idea might be practicable, and if so, to work towards this end for San Francisco.

Warehousemen, so far, are not looking upon the move with equanimity. S. M. Haslett, Jr., of the Haslett Warehouse Co., who, with his father is active in association work, says that warehousemen see no need for free port zones. Such zones are successful where goods are shipped in, not for use in that country, but for trans-shipping, as is the case in some European ports, where commodities can be held in bond, and manipulated, and shipped out without duty.

"We have no need for anything of the sort here," said Mr. Haslett. "The New York Free Zone at Staten Island is an example of what happens. If the idea can't be a success in New York, we have no reason to expect that it would turn out any better here."

L. A. Bailey, secretary of the California Warehousemen's Union, who is regarded by warehousemen as something of an expert on the free zone idea, holds substantially the same view as Mr. Haslett.

"I see no reason why we should provide for a duplication of services now well handled by the bonded customs warehouses. The whole idea of the free zone is so impractical that I shouldn't think the Harbour Commission would care to risk making the same mistakes that the New York Harbour Commission made at Staten Island."

Asked if his views on the free zone idea would also apply on the "manufacturing in transit" zone idea, Mr. Bailey said he preferred not to comment on that until he had had a chance to study it in detail, but that he did not believe there was any Federal law that would permit such a zone at present. "My understanding is, that only manipulation and storage would be permissible, and not manufacturing of any kind."

The attitude of warehouse industry leaders is to reserve judgment on the Manufacturing in Transit plan for a free zone until it has been concretely presented with all its details by the Harbour Commission of San Francisco.—*Gidlow*.

### Minnesota Decides Against Distributor Licensing

A decision handed down by the Minnesota Supreme Court the last week in October will mean a great deal to distributors in Wisconsin and other states, for the Court held that it was not unlawful for distributors and salesmen from other states to sell their wares or distribute them in Minnesota.

Waseca, a small town in that state had passed an ordinance, making it unlawful for anyone from another city or state to distribute or sell merchandise within that town's limits without a license. The Jewel Tea Co., distributing and selling its products in many states of the nation, was accused of doing business in Waseca without having its distributor or salesman obtain a license. A lower court decided in favor of the town, but the case was taken to the Minnesota Supreme Court, resulting in a reversal of the lower court's decision.

The Jewel Tea Company's representative held that he was within his constitutional rights in trying to do business in any state or city in which he chose to distribute his products, as he was engaged in interstate commerce. In upholding the Jewel company's contentions, the Supreme Court justice said:

"The state may not tax interstate commerce either by levying the tax upon the business which constitutes such commerce or the privilege of engaging in it, or upon the receipts derived from it."

This victory is hailed as an important one by national distributors, especially those in the Twin Cities, it being held that if Wisconsin cities had similar license laws, the Minneapolis and St. Paul distributors would find hard sledding in Wisconsin cities, as a large portion of the Twin Cities' sales volume is distributed in Wisconsin cities. Practically the entire northwest section of the latter state is covered by Minnesota distributors, to the detriment of Milwaukee and other Wisconsin wholesalers. About the only Wisconsin cities doing any volume of business in Minnesota are La Crosse and Eau Claire, being located a short distance from the Minnesota border.—*Hubel*.

### Warehouse Licensing Bill Proposed for N. Y. City

A bill under the terms of which certain types of storage warehouses will be licensed was introduced in the City Council of New York City on Oct. 19. It is felt by both household warehouses as well as those

in the merchandise field that rather than being a revenue-producing bill it is intended to be one for regulation.

There are a number of points in the bill that seem to indicate that there is a possibility of regulation by an irresponsible administrative official or body, which knows little of what it is attempting to regulate. It is claimed also that the provisions relating to recoveries under and increases of the amount of the bond are impracticable and dangerous. It is also believed that no responsible bonding company would write a bond of the nature required in the bill, except at a prohibitive premium. The bonding provision is also claimed to be an invitation to the commencement of "strike" suits for alleged claims of fantastic amount, the effect of which would be to force the warehouseman to settle rather than pay large aggregate premiums.

Other objections to the bill include requirements for the filing of tariffs and schedules and the issuance of warehouse receipts, all of which is claimed to be a usurpation of powers. It is felt that no local law should be enacted for regulating purposes when there is already a state uniform warehousemen's act, now Article 9 of the General Business Law. This prescribes the rights, privileges and liabilities of warehousemen and regulates their operations. Therefore, if there are any abuses on the part of irresponsible warehousemen, these are susceptible of being removed by proper amendment of the law.

#### MayWa Convention Feb. 5-8

The Mayflower Warehousemen's Assn. will hold its ninth annual convention Feb. 5 to 8 at the Claypool Hotel, Indianapolis.

#### Forwarder Rates Granted by I.C.C. to Railroads

The I.C.C. on Nov. 8 gave authority to a number of railroads whereby they will be permitted to establish and maintain between points on their lines class and commodity rates on I.C. traffic on a basis that will enable their competing with private freight forwarders.

The authority involves relief from the long and short-haul provision and is granted to the Pennsylvania, B & O, Chicago, Indianapolis & Louisville, Detroit, Toledo & Ironton, Long Island, N & W, Pittsburgh & West Virginia, Virginian and the Western Maryland railroads.

Subject to further orders to be issued by the I.C.C. after formal hearings, the applicant carriers are "authorized to establish and maintain between points on their lines, over routes over which applicants' present rates apply, to the extent that freight forwarders now maintain, or may maintain, class rates on Classes 1 to 4, inclusive, of the official classification, or commodity rates, lower than those concurrently applicable over applicants' routes from and to the same points, class rates or commodity rates from and to such points the same as those maintained by forwarders from and to such points, also rates on other classes from 1 to 4, adjusted on the basis of the class rate relationship prescribed in eastern class rate investigation, 164 I.C.C. 314, 171 I.C.C. 418, 177 I.C.C. 156, and 203 I.C.C. 357, which reports are hereby referred to and made a part hereof, as proposed in the application, and to maintain higher rates from and to intermediate points."

The I.C.C. order stipulates that rates from and to higher-rated intermediate points where freight forwarder competition is present shall not exceed rates maintained from and to such points by forwarders while rates from and to other higher-rated intermediate points are not to be increased except as authorized by the I.C.C.

The fourth section relief authorization stipulates

#### Convention Dates

Jan. 20-27—13th Annual Convention of National Cannery Assn., Stevens Hotel, Chicago.

Warehouse group meetings:

Associated Warehouses, Inc., 6th Annual, Hotel Bismarck, Jan. 26-27.

Interlake Terminals, Inc., Union League Club.

Jan. 31-Feb. 3—49th Annual Convention of the American Warehousemen's Assn., Edgewater Beach Hotel, Chicago.

Warehouse group meetings:

American Chain of Warehouses, Inc., Jan. 29-30.

Allied Distribution, Inc., Jan. 30.

Distribution Service, Inc., Jan. 30.

Feb. 5-9—20th Annual Convention of National Furniture Warehousemen's Assn., Belleview Biltmore Hotel, Belleair, Fla.

Feb. 5-8—9th Annual Convention, Mayflower Warehousemen's Assn., Claypool Hotel, Indianapolis, Ind.

that the relief is not to apply to rates less than 45 per cent of the first class rates over the same lines or routes between the same points on the basis prescribed in the eastern class rate investigation plus the increases granted in the 15 per cent case.

According to George Weiss, who reported on the I.C.C. decision in the Nov. 9 issue of the *Chicago Journal of Commerce*, the temporary fourth section authority given by the I.C.C. came less than 10 days after the carriers had filed their application. This speedy action it attributed to the desire of the Commission officials to effect a broad test of their claims that the rails themselves should render the service supplied by freight forwarding organizations.

#### Whiskey Warehouse Receipt Holders Not Known

The Cleveland Better Business Bureau, Inc., through newspaper advertisements, is notifying holders of whiskey receipts on stocks held in warehouses that the latter in many cases do not know their names or where they are located. As a result, when storage charges come due, it is impossible for the warehouses to notify such clients.

The Bureau warns that warehouses have the right, if charges are not paid when due, to sell the whiskey for these charges. The receipts state that the owner is obligated to pay storage charges and certain taxes on the whiskey. In some instances, the charges may be collected by the warehouse every 6 mos. or in others, when the whiskey becomes 4 yrs. old.

#### Big Additions to Bonded Whisky Stocks

There are 124,044,721 gals. of bonded whisky, according to Washington reports. When the year began on July 1, there were 24,804,791 gals. of whisky 4 or more years in warehouses eligible for bonding. An additional 99,239,930 gals. will have reached the bonding age by next July.

These stocks of aged liquor were about three times what they were a year ago and accounted for a decline in production of new liquor. According to the Treasury Dept., it appears that efforts to build up stocks of whisky for aging purpose following repeal of the 18th Amendment reached a peak in 1937 and that since then whisky production has tended to conform to current consumption demands.

In the fiscal year which ended last June 30, domestic distilleries turned out 145,326,176 gals. of whisky, rum, gin, brandy and other distilled spirits, a decline of 4,829,748 gals. from the preceding year.



## Personnel

O. P. Caldwell, traffic manager of the Luckenbach Steamship Co., was elected president of the New York Traffic Club at a meeting last month. H. H. Meyer, general Eastern agent of the Chicago & Illinois Midland Railroad, was elected first vice-president; J. P. Krumech, traffic manager of the American Car & Foundry Co., was elected second vice-president; H. H. Goble of the American Hawaiian Steamship Co., was elected secretary; and George G. Roddy, vice-president of Interlake Terminals, was reelected treasurer.

R. R. MacKenzie, former traffic manager of the Ford Motor Co., Long Beach, Cal., and former manager of the Tri-State Motor Lines, has been named traffic manager of the Port of Hueneme, Cal.—*Herr*.

George F. Nicholson, chairman of the committee on port development and construction of the American Association of Port Authorities, has been appointed by the Long Beach Harbor Commission, Cal., to make a study of that harbor with a view to outlining expansion plans for the future.—*Herr*.

H. T. Hunter has been appointed plant manager of the Doughnut Machine Corp., Ellicott City, Md. Mr. Hunter succeeds C. N. Ackerman, who has been placed in charge of the company's operations on the West Coast. A branch plant is now under construction in California.—*Ignace*.

J. S. Williams, former sales manager for the Sunbrite Cleanser division of Swift & Co., has been named vice-president and sales and advertising manager for Chapell Bros., Inc., canners of dog foods.

M. McLaughlin was elected president of the Hempstead Storage Corp., Hempstead, N. Y., at a recent meeting of the directors. Other officers elected are as follows: Harry W. Wastie, vice-president; R. McLaughlin, secretary-treasurer.

G. L. Mentley has been named sales manager of the Frosted Foods Sales Corp., in charge of sales of all Birds Eye products. He has been institutional sales manager of Birds Eye for the past 4 yrs. Milo Trembley, formerly institutional district manager for the Pacific Coast, succeeds Mr. Mentley.

Robert J. McBride, dean of the College of Advanced Traffic, Chicago, has been appointed general manager of the common carrier division of American Trucking Associations, Inc. Mr. McBride's appointment is considered one of the most important moves made by common carriers since enactment of the motor carrier act. The set-up of the group, a plan of closely knitted alignment with the publishing bureaus, embraces the raising of a large fund to carry on activities on a national scale. Mr. McBride will take charge Dec. 1, when the board of directors of this group meets in Chicago. National headquarters will be established in Washington, D. C., with that of the A.T.A.

B. F. Johnson, manager of the Texas Motor Transportation Assn. and formerly secretary and manager of the Southwest Warehouse and Transfermen's Assn., has resigned on account of ill health. He plans to live on his farm in Goliad County, Tex. Elizabeth S. Spencer has been named as acting manager of the Texas association until such time as a new manager is appointed.

E. P. Simmons, operating executive and manager of the Steamship Terminal Operating Corp., Brooklyn, N. Y., has become connected with the Jarka Great

Lakes Corp., steamship terminal operator and general stevedoring, Toledo, Ohio.

Fay Langdon, district manager of the Bates Motor Transport Lines, Indianapolis, has been elected president of the Indianapolis Motor Transportation Club. John Gedig is secretary.

Harry G. Schad, of the Atlantic Refining Co., was elected president of the Commercial Traffic Managers of Philadelphia, at the annual election held in the Benjamin Franklin Hotel, Nov. 7. He succeeds Porter L. Howard, of the Sun Oil Co. The other officers chosen are: Raymond G. Hassel, Henry Bower Chemical Co., vice-president; T. Noel Butler, Underhill & Co., reelected secretary-treasurer and William A. Angus, George E. Miller, Arch S. Sutherland, Eugene L. Switzer and D. D. Swanger, directors.—*Lansing*.

Irvin L. Clymer has been named president of the Bradley Transportation Co. and the Michigan Limestone & Chemical Co., Roger City, Mich., subsidiaries of the United States Steel Corp. of Delaware, succeeding John G. Munson, who was recently named vice-president of raw materials for U. S. Steel. Clymer was formerly vice-president of the Michigan Limestone, which produces flux stone for blast furnaces, and is succeeded in that post by Joseph Penglase, formerly general superintendent. The Bradley Transportation Co. operates a fleet of six large, gray-painted self-unloaders on the Great Lakes, engaged in the stone and coal trade.—*Kline*.

C. A. Winslow, president of Marcy-Buck & Winslow, Inc., Watertown, N. Y., and well known in the warehouse industry, was elected Mayor of Watertown in the last election.

E. B. Fehr has been appointed traffic manager of the L. E. Waterman Co., Newark, N. J. He was formerly general traffic manager of the Ruppert Brewery, New York.

E. J. Manion has become traffic manager for the Economy Grocery Stores, with offices at Boston. Mr. Manion was formerly traffic manager of the Kroger Grocery and Baking Co., Toledo.

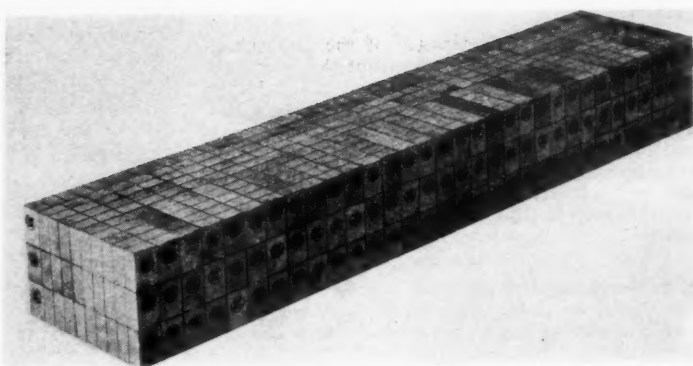
N. J. Edwards of the Barrett Co. has been elected chairman of the board of governors of the Metropolitan Traffic Assn. of New York, Inc. P. J. Winters, of the Frisco Lines has been reappointed as editor of the *Metro News* and director of publicity. J. E. Sweeney, Jr., of the Union Carbide Co., has been appointed chairman of the traffic committee. The group will hold its annual dinner dance on Feb. 3 and its annual stag dinner on April 11.

C. M. Smith, of the Merchants Ice & Cold Storage Co., San Antonio, was elected chairman of the Southwestern Chapter, Association of Refrigerated Warehouses, at its election at Fort Worth on Oct. 28. Other officers elected are as follows: vice-chairman, Jeff Brewster, Texas Creamery Cold Storage Co., Houston, and secretary-treasurer, A. R. Haven, Scobey Fireproof Storage Co., San Antonio. Directors elected: H. K. Maas, Maas-Morgan Warehouse, Dallas; and W. W. Wells, Texas Ice & Refrigerating Co., Fort Worth.

Columbus Transportation Club, Columbus, Ohio, announces election of the following officers for the ensuing yr.: president, Mendel A. Keith, general traffic manager, International-Stacey Corp.; vice-president, G. D. Cashner, Chesapeake & Ohio R.R.; treasurer, George W. Cook, traffic manager, Fireproof Warehouse  
(Continued on page 51)

Diagram of loading plan for carloads of Lucky Strike cigarettes, worked out with geometric precision at the American Tobacco factories.

One thousand and eight containers are loaded in a car, 40 ft. 6 in. by 9 ft. 2 in. The first layer of 48 cases stacked on end facing end of car. The remaining two layers are stacked similarly, there being 336 containers in each layer.



Map showing location of the American Tobacco Co. factories and public warehouses distributing its cigarettes.

**Railroads find traffic more profitable  
than former L.C.L. shipments. Public  
Warehouses make the saving possible.**

**By T. T. HARKRADER**  
*Traffic Director*  
*American Tobacco Co.*

**T**HE problem of distribution of every industry is somewhat different, and each must work out its own problem. Freight rates have a bearing on the problem. The public warehouse fits into the picture as an important agency, where the industry has a national distribution.

The manufacture of tobacco products is largely confined to the southeastern section of the United States that produces the raw material; thus, the transportation of national brands is largely over long distances. The practice of the industry of prepaying freight charges to produce uniform retail prices throughout the United States puts the cost of distribution on the manufacturers.

The American Tobacco Co., to improve its service and keep down its transportation costs, embarked upon the policy of distribution through public warehouses, beginning, in a small way, about 12 yrs. ago. The development of a national system has been a slow, but interesting process.

At first, the freight rate adjustment on cigarettes did not lend itself to the shipment of carload quantities to trade centers for distribution, because of the spread of but one class between the carload and less-carload ratings. When the traffic was moving at rates often described as "what the traffic will bear," it consisted of millions of less-than-carload shipments, producing millions of dollars in claims, as well as unsatisfactory service. Railroad Rate Committees showed a timid interest in changing this situation. They could not clearly

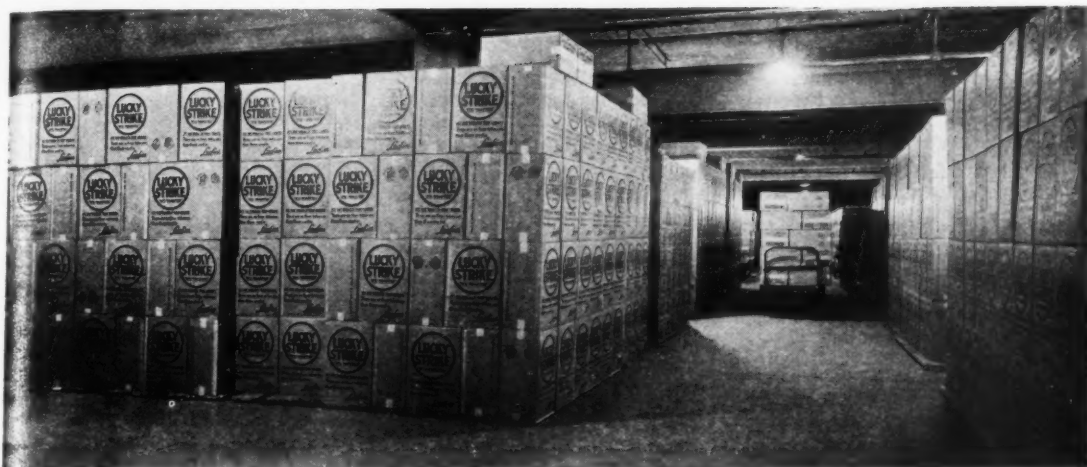
**25,000 Freight  
*Cars*  
A YEAR..**



**T. T. Harkrader**

visualize the effect of forcing the movement into carloads to trade centers.

Eventually, a workable basis of freight rates was established by the carriers. The result has been that while they may have reduced their total revenue, they converted the traffic from one of liability to a traffic that is highly remunerative. The establishment of carload rates, with minimum weights of 36,000 lbs. and 40,000 lbs. per car, has saved them the use of 25,000 freight cars a year. Their revenue per car runs from \$300 to \$840. Their annual claim bill has been reduced from several million dollars to a negligible amount. On a freight revenue of \$2,000,000 ob-



Stacking of Lucky Strike cigarettes in one of the mid-western warehouses.  
This warehouse handled 848 carloads of tobacco products in 1938.

## ..AMERICAN TOBACCO CO.'S SAVING....

gained on carload shipments of the American Tobacco Co. handled through public warehouses, the railroads paid claims for 1938 amounting to only \$8,365.39.

Second, we were not sure about the responsibility of public warehouses. The picture that we had drilled into us in regard to a warehouse man's responsibility, was through freight claims. When a railroad declined responsibility for loss, it was usually on the basis that the railroad was acting only as a warehouseman.

We have long since come to appreciate the fidelity, stability and responsibility of public warehouses. The American Tobacco Co. entrusts to public warehouses for distribution, merchandise amounting to more than \$100,000,000 per annum, which is handled without the loss of a dollar. We have found that the public warehouse has become a competent agency and instrumentality, extending our facilities for dealing directly with our customers. The continuity of business over a period of years has made them completely familiar with our business and our trade, and they have developed into an important link in our contact with our customers. The public warehouse has become a valuable service, not only to the manufacturer but to the tobacco trade and the transportation agency as well.

The motto engraved upon the Post Offices reads—

*"Neither snow nor rain, nor heat nor gloom of night, stays these couriers from the swift completion of their appointed rounds."*

This describes the movement of traffic of a distributor who uses a chain of warehouses. Strikes, floods and any interruption of traffic shutting off one source of supply, make shipments immediately available from another warehouse.

Tobacco jobbers, through a nearly by public warehouse, obtain delivery in 1 or 2 days, whereas prior to the establishment of the warehouse system they were required to wait as long as 10 days for a factory shipment. Now, they get their merchandise in good condition and claims are eliminated. Of course, this quicker service has had the effect of putting the burden of carrying surplus stock on the manufacturer.

Prior to our development of distribution through public warehouses, we experimented with branch shipping departments, which constantly increased in expense and gradually ate their heads off. In the case of the public warehouse, the shipper has a fixed expense based on volume and his costs do not get out of control.

Warehouses are located either at rate-breaking points or populous centers. We have covered the greater part of the United States with warehouses at the following points:

Jersey City	Chicago	Houston
Syracuse	St. Louis	El Paso
Rochester	Milwaukee	Denver
Buffalo	St. Paul	Los Angeles
Pittsburgh	Minneapolis	San Francisco
Cleveland	Omaha	
Cincinnati	Kansas City	Sacramento
Columbus	Jacksonville	Portland
Toledo	New Orleans	Salt Lake
Detroit	Memphis	City
Louisville	Oklahoma	Seattle
Nashville	City	Butte
Indianapolis	Fort Worth	
Peoria	Dallas	

The use of the public warehouse for distribution of tobacco products is based on cost per 100 lbs. under a formula as follows:

Carload rate to warehouse  
Warehouse charges  
Taxes

L.C.L. rate warehouse to destination

The sum of these factors should not exceed the l.c.l. rate from factory to point of consumption on the total business.

The formula does not make possible the distribution through warehouses in all parts of the country, as the combinations of rates in some instances are too high. We have had in mind that some day the carriers will become merchandise conscious. They will then make rates with a relationship between the carload rate to warehouse and the outbound l.c.l. rate, to encourage this method of distribution.

After it is decided that it is possible to warehouse in a particular city, the next step is the selection



of a suitable warehouse accessible to the trade. There are several controlling factors to be considered. The insurance rate on the building and the national accounts that a warehouse carries are a good index of the character of the warehouse. The warehouse should be sprinklered; it should be located on a rail siding; it should have sufficient platform space for trucks; it should have sufficient elevators.

Sales volume is the important factor in the setting up of warehouses. Where the sales volume is not sufficient to warrant warehousing in a particular city, manufacturers are giving consideration to the establishment of what are known as "stop-off" warehouses, in cities intermediate to a warehouse that has already been established. The carload rate to the destination warehouse applies to the stop-off warehouse, plus a stop-off charge of \$6.93 per car.

Many warehouses are members of an association with representatives in important cities. When it is not possible to visit the warehouse city to make a personal selection of a warehouse, these representatives can be consulted for information about the warehouses they represent.

### Nevada Permits Rail Truck Competition

The Nevada Public Service Commission, ruling that there is sufficient business in the territory specified to make two carriers desirable, has overridden protests of two truck lines and granted a permit to the Virginia & Truckee Railway to operate motor trucks for L.C.L. freight hauling between the following points and over the highways designated:

- (1) Between Reno, Minden and Gardnerville and intermediate points, including Stewart Indian Agency, over U. S. Highway No. 395.
- (2) Between Reno and Virginia City and intermediate points over U. S. Highway 395 and State Route 17.
- (3) Between Carson City and Dayton and intermediate points over U. S. Highway No. 50.
- (4) Between Carson City and Virginia City and intermediate points over U. S. Highway No. 50 and State Route 17.
- (5) Between Silver City and Virginia City and intermediate points via Gold Hills, over County Road.

The railway is not permitted to transport to the territories lying within 1 mile on either side of U. S. Highway 395, with the exception of certain Indian reservations designated. Protesting the ruling were the Gardnerville Motor Truck Freight Line and Mono Basin Transport Co. which claimed that no additional service was necessary. Since the spring of 1938, the railway has been in receivership and service between

The public warehouse provides unlimited distribution service. Merchandise is unloaded and stacked in the warehouse, so that the oldest goods can be shipped on the first orders.

The warehouse organization maintains stock records, arranges for delivery, writes bills of lading, stencils cases, pays freight bills; in fact, performs the entire distribution operation.

Under our system, we send them by air mail, daily, a manifest, in duplicate, for local deliveries and freight shipments. To these are attached the individual orders. After orders are executed, a return is made to the head office. Quite a simple operation.

A representative of the traffic department visits the warehouses twice a year to check the inventory and view the condition of merchandise and storage, and calls on the trade served by the warehouses. We have a warehouse department, under the accounting department, which handles the details.

With carload minimums of 36,000 and 40,000 lbs. for cigarettes, it has been necessary to reduce the loading to one of geometric precision, to eliminate damage from crushing. Diagrams for loading

each size of car used have been worked out. For instance, one loading plan calls for shipment of 1,008 cases cigarettes, three tiers standing on end, stacked compactly, with floors and sides of cars covered with heavy paper and the doors completely lined and water-proofed. Extra sealing devices are applied to doors as added protection against pilfering in transit. If cars are stopped in transit to partially unload, the stop-off order calls for unloading of even tiers, so that balance of load will ride properly to final destination. This care in handling explains part of the large decrease in claims.

While we have touched only upon the highlights of this subject, there is no question but that the enterprise of the public warehouse has greatly enhanced distribution of merchandise. The public warehouse has become a competent agency in extending the shippers' facilities for dealing directly with their customers. Distribution of products through public warehouses is not only a valuable service to a manufacturer, but greatly aids the carriers in that it places considerable tonnage in carload channels that otherwise would move less-than-carload.

Virginia City and Reno was subsequently suspended. The proponents of the move claim that the supplemental truck services would expedite deliveries and probably regain to the railway business lost when wholesalers in the area began making deliveries in proprietary trucks.—*Gidlow.*

### I.C.C. Decision in Rush Case Important

A good majority of the carriers in the West will be affected in their operations by an Interstate Commerce Commission decision on a case involving a small carrier in Idaho and Utah, William E. Rush. The Rush case decision, coming at the end of more than 2 yrs., eliminates a so-called "No-Man's-Land" in which certain motor carriers have been able to take refuge from the jurisdiction of both the I.C.C. and the state utility commissions.

The decision defines an interstate shipment in such a way as to leave no borderline where doubt as to jurisdiction might arise, ruling, in effect, that an interstate shipment begins when it has started in the course of transportation to another state or has been delivered to a carrier for that purpose. It ends when it has reached the real and ultimate destination originally intended by those concerned. All transportation which is a process

in that movement from its start to its finish is interstate transportation, according to this far-reaching decision.

Absence of through billing and lack of continuity of the movement of commodities do not alter the nature of an interstate shipment where there is "an original and persisting intention of the parties to start a shipment at a given point and to end it at another point in another state."—*Gidlow.*

### Wis. Truckers Form New Association

Wisconsin truck operators have agreed to unite under the banner of the Wisconsin Motor Carriers Assn., a new group which will establish headquarters at Milwaukee. This move was in line with demands of leading Wisconsin operators and a resolution adopted by the Central States Motor Freight Bureau, Inc. The new organization will be an affiliate of the Central States Bureau. All changes in rates will be made in accordance with the regular docket procedure of the Bureau.

The Chicago-Milwaukee Motor Carriers, Inc., will disband and become a part of the new organization, but the present officers will continue to function until Jan. 1, when officers of the new association will be elected.

# WE'VE HEARD THAT—

## Plant Decentralization

A wider distribution of industrial plants in the interest of national defense is being advocated at the Nation's Capitol. War and Navy Department officials see a need for such decentralization, pointing out that the concentration of industrial enterprises near the seacoast, ranging from Wilmington, Del., through Pennsylvania and into New England, would afford easy targets for invading bombers, should a war ever occur.

Plans contemplating the wider distribution of industry are under study by Army engineers as one phase of the national defense program but it is denied that any definite proposals are planned along this line for the present. It is explained that the studies are merely being made to provide a basis for industrial expansion in the event this country was involved in a war.

New Deal advocates of a planned economy have been thinking about decentralization of industry for several years but of course their purpose has not involved the subject of national defense. They have been thinking about a more uniform distribution of jobs, population and income, as well as a more material help in providing outlets for power produced by Administration-sponsored power projects in isolated areas.

However, some observers have been skeptical for months that the move to put the country's power resources in top-notch efficiency may be only a cover to encourage the decentralization of industry. The Temporary National Economic Committee, for example, has talked about a wider distribution of plants and has specifically mentioned the steel industry's concentration in the East as something that should be considered from the Western point of view.

## Chemical Prevents Corrosion Caused by Salt Brine

Research by the Association of American Railroads has resulted in the development of a chemical designed to prevent the corrosion of metal parts resulting from brine dripping from refrigerator cars. The chemical is added to the salt placed with the ice. Savings of several millions of dollars a year are expected.

## No Need for Idle Ships

Pacific Coast commerce needs East Coast cargo carriers made idle by the Neutrality Act, according to J. A. Earley, president of the Seattle Port Commission. He urged Westerners to act before idle American ships are transferred to foreign registry. He also pointed out that the Pacific Northwest Oriental Line, operated

by the Maritime Commission through a managing agency, is carrying capacity cargoes with insufficient bottoms and "thoroughly inadequate" ships.

## Something to Be Proud Of

A precedent was established by members of Local 1479 (Baltimore) of the International Longshoremen's Assn., an affiliate of the American Federation of Labor, when they contributed 1 hr.'s wage to the Baltimore Community Fund. This is the first time in the longshoremen's history in Baltimore such a contribution has been made. It was voluntary. Straight time rate for longshoremen is 80 cents an hour.—*Ignace.*

## Latex Preservation

A chemical development, which will make possible the preservation of latex at the plantations and during transportation and storage, has been announced by the Monsanto Chemical Co. By the use of "Santobrite" and a small amount of ammonia, it is possible to preserve effectively and economically this highly perishable liquid rubber, it is claimed.

## Trucks by Boat

Trailerships, Inc., New York City, will soon begin operation of trailer vessels between New York and Providence, R. I. Two ships will be used to transport motor trucks and, it is understood, reservations for most available space have already been made.

It is the belief by many that it will be more profitable for carriers operating between those two points or points in eastern New England to move trailers via boat than over the road. Savings can be effected in labor, maintenance, operation, and depreciation costs. Lower insurance rates are also a possibility.

## Tapestries Mystery Cleared Up

Ownership of six rare Gobelin tapestries, said to have been worth \$500,000 at one time, was recently settled by Common Pleas Judge Walter McMahon, in a case involving mystery and theft. The 12 by 12 ft. pieces of art, woven between 1550 and 1650 from designs by the Dutch artist, Peter Paul Rubens, were owned by the Fox Film Corp., which hung them in the Paramount Theatre in New York, and later placed them temporarily in the Morgan Bros. Warehouse in New York. The film corporation went into receivership and as a result of ensuing litigation, ownership passed to the warehouse. Then, some time between Nov. 13, 1931, and the following June 16, the expensive tapestries were stolen.

John L. Quinlan, New York, on Jan. 7, 1938, filed a suit in Cleveland to replevin the articles. Five were in the warehouse of the Windemere Storage Co., East Cleveland, where William N. Smith had taken them a month before. The sixth was in the Smith home. Smith said he was holding them for two friends, George F. Ebinger and Francis Zimmer. These two said they had taken the tapestries as security for a 120-day note on a \$15,000 loan, back in 1932. The note was not paid and the borrower died in 1935. Efforts by the pair to find a person from whom they could obtain the title of the tapestries were futile. The rare treasures were traced to Cleveland after G. Harold Edgel, curator of the Boston Museum of Fine Arts, received a letter from a Cleveland lawyer offering to sell the tapestries.

Judge McMahon disposed of the case after both sides had come to an agreement. Quinlan was awarded the tapestries and damages of 5 cents against Ebinger. (Zimmer died last year while the case was pending.) It was reported that Quinlan received about \$70,000 from Ebinger and his associates to regain possession of the tapestries after the decision. They will be exhibited in museums all over the country, the new owners said.—*Kline.*



Fig. 1—Spur geared winch on small jib crane used for truck loading. (Courtesy Yale & Towne)

**M**ATERIALS handling has received "hit-and-miss" attention from all branches of industry and commerce for a great many years. Because of this, there is hardly a handling problem that has not been solved by some piece of mechanical equipment.

In traveling around through the various industrial plants, on docks and wharves, in warehouses, on large and small construction projects, the diversity of materials handling equipment that is available is surprising.

Almost every day, a new piece of equipment is designed to meet certain problems. Some of this equipment is the result of local engineering within industrial plants, and is never permitted to be broadcast or photographed. Other pieces of equipment are designed to meet particular problems. One of the most difficult problems for our editorial department is to obtain the proper photographs and data to present this wealth of valuable information to our readers.

We are always interested in obtaining good photographs and descriptions of materials handling operations, and to present them to our readers. By giving this broad coverage to materials handling, we

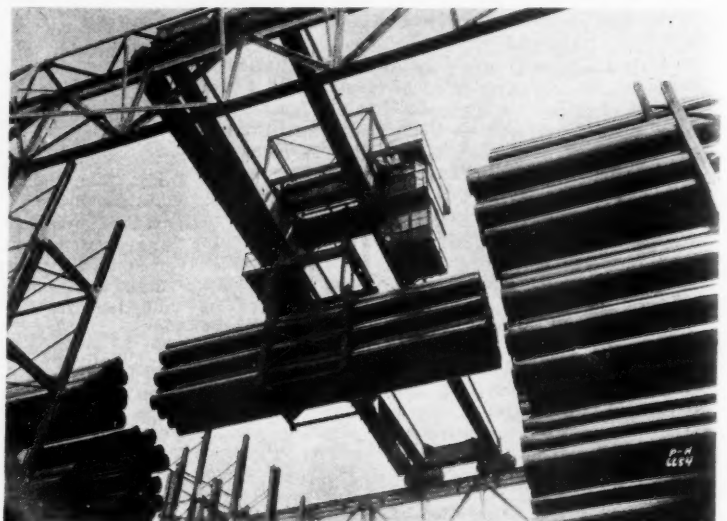


Fig. 2—Outdoor crane with 100 ft. span and special load supporting arrangement. The cradle in which the pipes are suspended is a removable section of the storage rack. (Courtesy Pawling & Harnischfeger)

feel that many problems which are now overlooked as potential profit-makers will be uncovered, and our readers will benefit by using better handling methods.

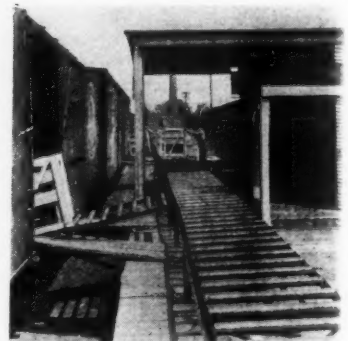
The manufacturers of materials handling equipment are not always able to obtain photographs showing unusual installations, and since they are always willing to contrib-

## EQUIPMENT for

By **MATTHEW W. POTTS**

*Materials Handling, Editor*

Fig. 3—Gravity Conveyor, handling washing machines on loading platform. (Courtesy Standard Conveyor Co.)



ute what they do have, we feel that our readers should do likewise. By getting a free interchange of ideas, everyone can be benefited.

The accompanying illustrations show only a few of the many types of materials handling equipment available, and while, in each case the handling could be performed by some other type of equipment, it is



# DIVERSIFIED HANDLING

No matter what your handling problem is, there is already a piece of equipment designed to help you solve it, says this writer



Fig. 4—Hand lift trucks and skids provide an excellent method for handling uniform package loads. (Courtesy Yale & Towne)



Fig. 6—In using overhead monorail and hoisting equipment, the method of picking up the load is important. Note the special grab. (Courtesy Watertown Builders' Supply Co.)

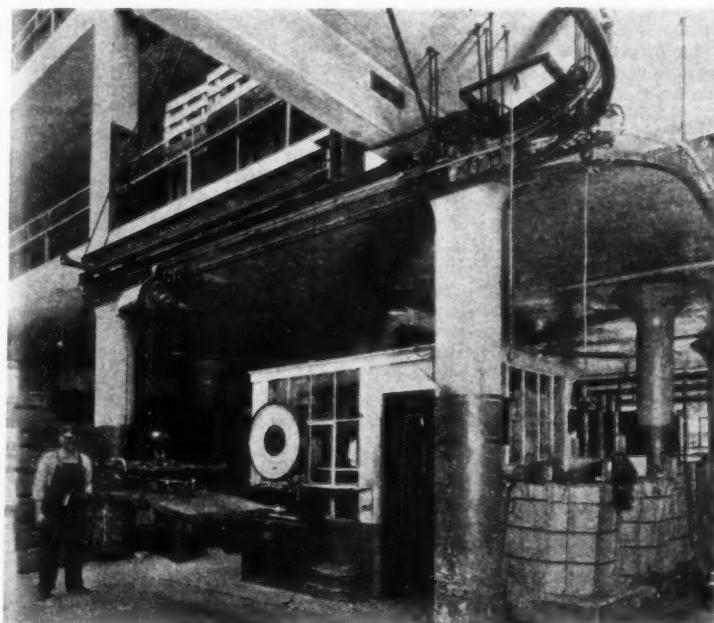


Fig. 5—A good combination of materials handling equipment. Note the monorail on the jib, the electric hoist, and the use of a special support for steel plate. (Courtesy Toledo Scale Co.)

frequently difficult to decide just which type would serve the purpose unless all factors entering into the problem are known.

For example, Fig. 1 shows the installation of a spur geared winch

on a light delivery truck, to handle materials into and out of the truck. The boom is able to swing after the load is elevated, and there is no doubt that this installation has paid for itself many times in re-



Fig. 7—This large spiral chute is used by a chemical concern for lowering bagged materials into the hold of a ship. (Courtesy Lamson Co.)

duced accidents and quicker handling.

Recently, in traveling through New York City, we have seen one large restaurateur, who has equipped his trucks with elevating endgates, and this permits small trucks to be loaded directly on the motor vehicle, and transported to the retail points, from the main warehouse. The driver, without the aid of the helper, is able to lower these trucks where no unloading platforms are available, down to the sidewalk level, and in this way, speeds up his delivery as well as makes the work easier for his employees.

There are several types of elevating endgates now available for various capacities.

Materials handling can quickly shift from a simple operation to one requiring large and complicated equipment, such as shown in Fig. 2, where an outside traveling crane is used for handling heavy tubular loads, and storing them in steel racks. This crane has a 100-ft. span, and it will be noted that a special grab has been designed to handle this particular load. Also, the operating controls are on the hoisting unit which is always directly over the load. From this central control point, both the longitudinal and horizontal travel is regulated, and the operator is always able to see just what he is trying to do.

It is not necessary to install an elaborate handling system in order to reduce your operating costs, but even the use of a simple gravity roller conveyor on the level, will permit quick handling if uniform packages are traveling over a definite route.

However, frequently the routes are diversified, and then the use of



Fig. 8—Cargo handling is even more important than ever before. Note how this fork truck is able to handle heavy loads over railroad tracks, etc. (Courtesy Willamette-Hyster Co.)

some type of hand truck or one of the available units of skid and jack handle, or a regular lift truck and skid system, will be found advantageous.

The hand truck, in some form or other, is still a very useful piece of equipment in the handling of materials, and it is necessary to give serious consideration to this type of truck to be used on various operations.

While everybody thinks of materials handling at floor level, a number of people overlook the possibility of installing equipment on the ceiling; thereby reducing the wear and tear on the floor, and at the same time obtaining the advantage of being able to lift and transport with the one piece of equipment.

Fig. 5 shows the installation of a simple monorail system. This is electrified so that the hoisting unit is power-driven. This illustration shows a well thought out handling operation. The monorail system feeds into a swinging jib rail, so that a wide area can be served over the scales. The electric hoist is also provided with a special grab for picking up the steel sheets. The use of a large dial



Fig. 9—Various types of crane trucks are available for handling miscellaneous cargo. This one is handling paper. Notice the special grab for supporting the load. (Courtesy Elwell-Parker Co.)

scale permits quick reading of the weight, thereby reducing the time required in weighing. A combination like this not only saves time, but it also saves money and space.

In using overhead handling equipment, the method of supporting the load under the hook is very important because time can be lost in picking up loads if this is not given proper consideration. Many types of grabs, slings, special hooks, etc., are available, one of which is shown in Fig. 6. These grabs have been developed so that they are practically automatic.

At this time we are faced with the necessity of quickly handling diversified cargo, and in some cases handling a particular type of cargo at given points. Here, again, time and money can be saved by the installation of the proper type of materials handling equipment. One large chemical plant has found the use of spiral chutes, suspended from an overhead traveling crane, a very valuable time-saver in load-



Fig. 10—The use of fork trucks for handling large loads has brought about the demand for smaller load units. This one has a capacity of 1 ton. (Courtesy Vaughan Motor Co.)

ing bags into the hold of the ship. A view of this chute, discharging into the hold of the ship, is shown in Fig. 7.

Many stevedores are now using cranes, fork trucks, load-carrying trucks, tractor-trailer trains, all of which are working out advantageously and doing good work. The fork truck has been a development of the past few years, although it has been in operation in industrial plants for several years. These trucks are now being built in various sizes, from a small unit, as shown in Fig. 10, having a capacity of about 1 ton, up to units as shown in Fig. 8, having a capacity of 5 tons. Larger units have been built for special operations for handling loads up to 20 tons. There seems to be no limit to the capacity if there is sufficient operating space. The building or road must also have sufficient floor capacity for carrying the load.

Various types of crane trucks are also handling cargo, and used on many other operations. One of these is shown in Fig. 9. It has a

(Concluded on page 30)

Fig. 11—This tractor trailer train is handling approximately 12 tons on a 7 per cent grade. (Courtesy Towmotor Co.)

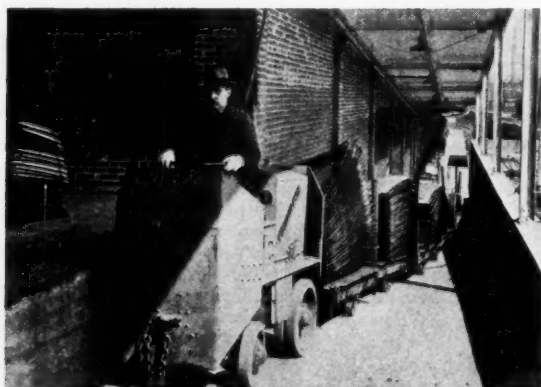


Fig. 12—The use of the crawler permits the crane to go to any part of the yard, even if the ground is soft. (Courtesy Pawling & Harnischfeger)



# News from the Conventions—

## Warns Trades Not To Oversell Latin-American Countries

**I**NABILITY to ship on a "to order" bill of lading is one of the factors confronting North American exporting manufacturers with serious problems as a result of the outbreak of war in Europe, according to Kenneth H. Campbell, who spoke before the Philadelphia Foreign Trade Assn. at its annual meeting in the Penn Athletic Club, Nov. 7. His theme was "War Time Foreign Credit Problems."

Mr. Campbell, who is director of the foreign department and manager of the foreign credit interchange bureau of the National Association of Credit Men, gave as other factors in the setup of difficulties prevailing especially in the field of foreign credits, collections and exchange, the rapid development of blockade and counter-blockade and the inability to get war risk insurance with the proper capture and seizure clauses, notwithstanding that some exporters still may be extending credit. The speaker added that the obstacles mentioned have all contributed toward the point of view that an irrevocable letter of credit is, under present conditions, probably the safest way to do business.

Continuing, Mr. Campbell warned against overselling the Latin-American countries during the war crisis. Referring to what he had said in the foregoing about problems, he stated:

"The situation in Latin-America is somewhat more difficult to analyze. In this market there are some countries that have a heritage of a difficult exchange situation running back for some years."

While there has been no general tendency on the part of North American exporters toward the restriction of terms in Latin-American countries for customers already established, Mr. Campbell asserted, new business from that area is being checked carefully because experienced North American manufacturers are determined not to oversell that market and thus create a credit condition similar to that prevailing in 1919-1920, following the close of the World War.—*Lansing.*

## A.T.A. Convention Covers Wide Range of Transport Subjects

**T**AKING cognizance of the complaint filed by the Department of Justice in Washington, D. C., charging the Association of American Railroads and 236 member roads with violation of the Sherman Anti-trust Act, the American Trucking Associations, Inc., in the final session of the sixth annual convention at the Stevens Hotel, Chicago, Oct. 23 and 24, adopted a resolution approving and supporting "action by any governmental body looking toward the persuading or compelling of the carrying out of the spirit of the declaration of policy of the Motor Carrier Act with respect to unfair competitive practices and the co-ordination of transportation service between motor carriers and other carriers."

The resolution further states that "the policy of the Association of American Railroads as expressed in certain resolutions, forbidding their members from establishing joint rates and through routes with the independent trucking industry, which resolutions have prevented such joint rates being made even by those many railroads who desire to make them, is inconsistent with the public interest and sound economic conditions in transportation."

Another resolution placed the A.T.A. on record as favoring complete regulation of forwarding companies by Congress at the earliest possible date and in the

Omnibus Transportation Bill S-2009 if possible. It further suggested that, if it be found necessary to provide complete regulation in a separate bill, that the provisions of S-2009 as amended by the House be retained pending further legislation.

The A.T.A. is opposed likewise to any further statutory exemptions from the Motor Carrier Act of any carriers engaged in interstate commerce solely for the reason that their operations are conducted wholly within a single state.

The development of a "long range program of full and complete reciprocity" among the states was also pledged. The group also resolved "that in any legislative or Commission discussion on sizes and weights of vehicles, the position of this association shall be in accordance with a policy of not reducing in any state the limitations set by the laws of such state."

Ted V. Rodgers was re-elected president of A.T.A. for the 7th consecutive year. Chester G. Moore, Chicago, was returned to the office of secretary, and L. A. Raulerson, Jacksonville, Fla., was re-elected treasurer.

## Taboos Subsidy Arguments

Senator Harry S. Truman of Missouri, co-author of the Wheeler-Truman Senate bill No. 2009, the transportation bill now before Congress, reviewed transportation as a national problem that has existed ever since the founding of the nation.

"There has been much complaint by all forms of transportation that other methods are subsidized and that the particular method to which the complainant happens to belong is unfairly treated," stated Senator Truman. "Well, I looked up some subsidy figures and they are enlightening to say the least. Highways have been built, of course, at State and Government expense to the tune of about \$4,500,000,000. Waterways were constructed by the Government and the States at a cost of \$2,500,000,000. And it is estimated that railroad subsidies including land grants amount to about \$4,000,000,000. So you see, when you talk about one kind of transportation being subsidized, you'll find that all kinds were and are subsidized and the subsidy was believed to be in the public interest in every case. We are subsidizing the air transport right now. Every one of you had better drop the subject of subsidy and unfair treatment by the Government and get into the band wagon of fair treatment for every form of transportation."

"We cannot get along without the railroads, nobody would tear up the highways, and if there are any railroad presidents who would dynamite the waterways, I have yet to meet them. . . . We are working for a transportation policy for the whole country—one that will be fair to all methods of transportation and one that will serve the public and the shipper most efficiently."

The same general point of view was stressed in another address by James S. Arnold, vice-president of Kuhn, Loeb & Co., New York City. His subject was, "The Future of the Railroads and the Trucks." He likewise stressed compromise. "In this broad field," he stated, "that I have been referring to between the short haul which seems to belong essentially to the trucks and the long haul which seems likely to remain with the railroads, the competition must therefore of necessity remain keen. It will not be exclusively a matter of rates and costs nor will it be entirely a matter of service. It will be a combination by which the trucks possibly render service valuable to the shipper and impossible for the railroads to give. It may even be rendered at a higher price, although reasonable to the shippers, all things considered."

Commissioner Clyde B. Aitchison, chairman of Divi-



sion 2 of the Interstate Commerce Commission, emphasized the task still ahead of the Commission in the administration of the Motor Carrier Act, because of the complexity of the motor transport situation. A part of the difficulties, he said, was because of the widespread irregularities among motor carriers in compliance with the law which must be enforced impartially. A surprisingly large percentage of carriers, he stated, still do not show their rates in proper tariffs. Many do not issue proper bills of lading; and "some of them give rebates with child-like frankness and are apparently unconscious of any irregularity. Of course these are violations of the law and are punishable," he continued. "But resort should be had to penal remedies only when the lapses are due to a wrong intent on the part of an operator."

Mr. Rodgers in his annual address stated that the trucking industry during the past year has handled the largest tonnage in its history, the volume being about 25 per cent over a year ago. "The primary reason for this, of course," he said, "is the upward swing of business generally. But I believe an important contributing factor is the ever-increasing public acceptance of the type of service we render."

Mr. Rodgers commended the I.C.C. on doing "an outstanding job (in regulation) with the tools and facilities with which it has had to work." But he urged that the Commission also should adopt "a classification of carriers, based on the every-day practices of the industry." He stated that the A.T.A. also had taken exception to the "hours of service" decision of the Commission, and also decisions relating to insurance regulation.

At the business session, a resolution, which would have permitted the dividing of the Common Carrier Division into two groups of Regular Common Carriers, was voted down by the delegates.

The proposal most debated at the business session was whether the A.T.A. constitution should be amended to permit a larger number of A.T.A. directors. The result was an increase of twelve directors, one additional from each of the twelve regions.

#### To Spend \$500,000

Another official action of the convention was a special meeting for the purpose of presenting to the delegates the program of the "Public Relations Committee of the A.T.A." The committee's goal is the raising of a minimum fund of \$500,000 a year "with which to launch a satisfactory public relations and advertising program" for the national promotion and defense of the trucking industry. A fund-raising campaign will be conducted in fifty leading cities, to seek the support of all operators and manufacturers and others who may be interested.

It was brought out that the new A.T.A. Freight Claim Section, in process of organization during the past 2 yrs., has completed for the first time in the trucking industry, a booklet of Freight Claim Rules. The purpose is to standardize freight claim procedure and preventive methods for the industry, drawing in part on the 20 yrs. of experience in this field by the Freight Claim Division of the Association of American Railroads.

The household goods industry was widely represented at the fourth annual convention of the Household Goods Carriers' Bureau held jointly with that of the A.T.A. This meeting was very timely, considering that the I.C.C. order, Ex Parte Mc-19, which governs the operations of every interstate motor carrier of household goods in the country, had become effective Oct. 23. Rule 2 of this order prescribes that "weight" shall be the basis of all household goods tariffs. The Bureau is further vitally interested because of the recent issuance of its new Weight Basis Tariff No. 9-MF-I.C.C., No. 15.

President Merle Fullerton in his annual report stated

that a total of 2,206 operators of the United States were participants in this and the several other minor tariffs of the Bureau, and that 1,349 operators were participants in the Bureau's mileage guide. This gives a total of 3,585 participants, as compared with 3,050 a year ago. About 4,500 household goods carriers all told are on file with the I.C.C.

Mr. Fullerton reviewed other going and planned activities of the Bureau. During each of its three previous annual conventions there have been lively debates on the "weight" versus "cubic footage" basis of freight charges. The "weight" viewpoint has gradually gained ascendancy. The matter was brought to a climax 2 yrs. ago at the annual convention in Louisville, when I.C.C. representatives appeared before the group and stated that the provisions of the Motor Carrier Act seemed unenforceable as applied to household goods shipped on the cubic-footage basis, and asked that the industry voluntarily adopt the "weight" basis. But the Bureau petitioned the Commission to establish a "correct basis for enforceable tariffs." This resulted in numerous public hearings under Ex Parte 19 and the Commission's order establishing the weight basis and the new Bureau tariff.

The new tariff has been supplemented by the issuance by the Bureau of a "manual of instructions" of twelve pages which explains and interprets numerous rules of the tariff. The Bureau also has issued new freight bills adapted to the new tariff. Another new publication is a "Scales Location Directory of the United States and Canada." This directory will be republished soon in enlarged form. Discussions brought out that operators in states which are being required for the first time to make shipments by weight only, are finding that scales are much more widely available than they had previously thought. New Commission regulations require that a furniture van must be weighed prior to and after loading, to get net cargo weight. There was considerable debate as to required time and place of such weighing for pick-ups distant from official scales.

#### Minimum Level of Rates

Another program of the Bureau is to "take steps toward establishing a minimum level of rates." It is attempting first to make a cost study of operations, as the basis of a petition to be presented to the Commission. It has sent out about 2,000 cost questionnaires to obtain confidential information. To date only about fifty replies have been received. One probable reason for this is that only a small percentage of the operators are in Class I, which must keep records on prescribed I.C.C. forms. There are optional forms for Class II and Class III operators, but they are probably little used.

Mr. Fullerton stated that during the past year the Bureau had employed counsel to protect members "against rate-cutting applicants seeking authority beyond the extent of bona fide operations." Counsel has appeared in about twenty cases "with uniform success." Here are examples: A horse carrier, who because of the fact that he occasionally transported horses and cots, chairs, or show material, to a very limited extent, claimed household goods rights throughout forty states; a carrier who claimed thirty-nine states by 1935 rights, whose claimed 1935 bills were on forms not prepared until 1936; a carrier who operated on two tariffs under two different names from the same office.

The Bureau is also urging operators who are members of state warehouse or other like associations to take steps to become affiliated with the American Trucking Associations, Inc., to insure increased state and national legislative influence. It was brought out that in a number of states, organized household goods carriers were not affiliated with other state motor trucking organizations. However, a number of exceptions were described.



H. H. Hardy reported that the Michigan Furniture Warehousemen's Assn. has a full-time secretary and a budget of \$7,000 paid by sixty operators who feel that they get good value "through cooperative state efforts." Ed. Lee reported active cooperation in Ohio between the household goods carriers and general motor trucking operators. G. B. Holman reported household goods carriers active in the New Jersey Motor Truck Assn. Like cooperation was reported from Indiana and Missouri.

At the business session of the Household Goods Carriers' Bureau the following new directors were elected:

W. H. Collin, Allied Van Lines, Chicago.  
 George J. Cook, United Van Lines, Cleveland.  
 James F. Duncan, North American Van Lines, Cleveland.  
**H. H. Hardy**, Michigan Furniture Warehousemen's Assn., Lansing.  
 G. B. Holman, G. B. Holman & Son, Rutherford, N. J.  
 H. B. Holt, Bekins Van & Storage Co., Los Angeles.  
 E. S. Wheaton, Aero-Mayflower Transit Co., Indianapolis.  
 J. L. Wilkinson, Carolina Transfer & Storage Co., Charlotte, N. C.  
 Merle Fullerton, North American Van Lines, Youngstown, Ohio.  
 C. J. Armitage, Cleveland Van Operators' Assn., Cleveland.  
 E. H. Lamkin, Mayflower Warehousemen's Assn., Indianapolis.  
 G. W. Healey, Greyvan Lines, Chicago.  
 George O. Watson, Greyvan Lines, Chicago.  
 L. R. Burnham, Burnham Van Lines, Macon, Ga.  
 Arthur J. Sloan, United Van Lines, Cleveland.  
 Leo P. Kitchen, Delcher Bros. Storage Co., Jacksonville, Fla.  
 S. J. Beauchamp, Jr., Terminal Van & Storage, Little Rock, Ark.

From among these directors, the following were chosen as officers: Merle Fullerton, president; C. J. Armitage, vice-president; James F. Duncan, secretary; G. W. Healey, treasurer; and Geo. O. Watson, assistant treasurer.

At another meeting of practically the same delegates, meeting as the Household Goods Carriers Division of the A.T.A., Merle Fullerton was re-elected chairman, which automatically gives him status as one of the nine A.T.A. divisional vice-presidents.

It was announced at the first general A.T.A. session that delegates were present from every state, the District of Columbia, the province of Manitoba and Hawaii.—Howard.

### Associated Traffic Clubs Approves Formation of Traffic Institute

THE formation of a national institute of traffic management was approved in principle by the Associated Traffic Clubs of America at its 18th annual convention in Chicago, Nov. 6 to 8. However, the group will not sponsor the idea, preferring that its successful launching be gotten under way by a group independent of the national organization. The A.T.C. thus took the same action as that of the Association of Practitioners before the Interstate Commerce Commission and it is expected that the National Industrial Traffic League will do likewise. The report of the NITLeague follows this story.

In the discussion that took place the last day of the convention, Dr. Lloyd Wilson stated that in order to prevent the profit motive entering into the affairs of the proposed national institute of traffic management, it would be necessary that the A.T.C. and other organizations take a very active interest in its development. George M. Stayart, assistant to the general traffic manager, General Box Co., Chicago, feared that unless a national organization was formed, the present state groups might have legislation enacted that was at variance with a pattern that might otherwise obtain were a definite national policy adopted in this regard. Mr. Stayart stated that conflicting legal requirements in the various states would only add confusion. Dr. Wilson stated that a national organization would serve to set up the standards, but that the various state boards, such as in the case of lawyers, etc., would conduct the examinations.

The spring meeting will be in Tulsa, Okla., May 13 to 15 and the annual convention next year sometime in October at Philadelphia.

Charles R. Musgrave, vice-president of the Phillips Petroleum Co., Bartlesville, Okla., was elected president. He replaces W. F. Schulten, vice-president of the Chicago District Electric Generating Corp., Chicago.

F. A. Doebber, traffic manager of the Citizens Gas and Coke Utility, Indianapolis, was elected executive vice-president. J. E. Paulan, assistant traffic manager of the Acme Steel Co., Chicago, replaced Mr. Doebber as secretary of the organization.

Dr. Wilson was elected a regional vice-president. C. W. Braden, general traffic manager of the National Distillers Products Corp., New York, and president of the National Industrial Traffic League, was elected a director to fill the vacancy caused by the elevation of C. H. Rolf, traffic manager of the E. G. Budd Mfg. Co., Philadelphia, to a vice-president.

A registration of 1,134 was recorded. All told, the A.T.C. embraces a membership of 103 clubs having 20,060 members. Eighty-two clubs were represented at the convention, which is a record.

The first of the convention speakers was Charles S. Dewey, former assistant United States secretary of the treasury and a financial adviser to Poland. Mr. Dewey pointed out that the Roosevelt administration is preparing a new war dictatorship bill to give the President unrestricted powers. He stated that the new dictator bill has been prepared by Representative A. J. May (D., Ky.) and contains all the dangerous features of the World War emergency acts and the May bill of last year, which was defeated after having been denounced as a blueprint for American Fascism.

The May proposal sets up a war resources administration, and:

1—Provides that the President preside over the war resources administration and that its director—who would not be subject to Senate confirmation—be responsible to the President alone.

2—Prepares for the creation of an emergency agency to coordinate the performance of all of the nation's economic functions.

3—Prepares for the organization of such other administrations for the coordination of various phases of national economy "as are required by circumstances."

Mr. Dewey's experiences in France were told to show how French dictatorship worked when the war broke out.

"One of the first acts under the dictatorial powers of the premier, Edouard Daladier, was the taking over of all industries by the government," Mr. Dewey said. "There had been a stern fight by labor 3 yrs. before to reduce the maximum working time to 40 hrs. a week. The premier immediately set this back to 60 hrs."

"I mention that to you executives to remind you that when a dictatorship comes it touches all. No longer will the laboring man be able to express his wishes by collective bargaining. No longer will the manufacturer be able to say what he wishes to manufacture."

"In case of war we would all be willing to submerge our wishes to the common good. But there is no emergency imminent, nor is one likely to come. Let us beware of laws that would form a dictatorship when none is required."

Raymond J. Kelly of Detroit, national commander of the American Legion, stated:

"Undoubtedly, such an emergency, the first to be taken over by the government would be the transportation agencies. The lesson of 1917-18 still is fresh in our minds. It is my thought that at the end of such a conflict not only the transportation group but many other private enterprises would find it practically im-

(Continued on page 54)

## FROM *The Capital*

### Supreme Court Sustains State in Carrier Ruling

THE Supreme Court on Nov. 13 upheld the transportation provisions of Kentucky's Alcohol Beverage Control Law by confining deliveries to common carriers when whiskey is shipped interstate. In an unanimous opinion by Justice McReynolds, the Supreme Court grants that a State has broad powers over traffic in liquor superior even to Federal interstate commerce regulations.

"Without a doubt," said the opinion, "a State may absolutely prohibit the manufacture of intoxicants, their transportation, sale or possession, irrespective of when or where produced or obtained, or the use to which they are to be put.

"Further, she may adopt measures reasonably appropriate to effectuate these inhibitions and exercise full police authority in respect of them."

The ruling upheld the ruling of a three-judge Federal Court which rejected a challenge to the Kentucky law by Ziffrin, Inc., Indianapolis trucking firm from conveying whiskey under contract for Louisville distillers. The Ziffrin company transported the liquor to Chicago and objected to the part of the law providing that all liquor transported inside Kentucky must be by a common carrier as distinguished from a contract carrier. The company contended that this was an unconstitutional interference with interstate commerce. Because it had been unable to obtain a license as a common carrier, it was refused a transporter's license.

In his decision, Justice McReynolds, after outlining pertinent provisions of the challenged statute, had this to say:

"Having power absolutely to prohibit manufacture, sale, transportation or possession of intoxicants, was it permissible for Kentucky to permit these things only under definitely prescribed conditions. Former opinions here make an affirmative answer imperative. The greater power includes the less. *Seaboard Airline Railway vs. North Carolina*, supra. The State may protect her people against evil incident to intoxicants, *Mugler vs. Kansas*, 123 U. S. 623; *Kidd vs. Pearson*, 128 U. S. 1, and may

exercise large discretion as to means employed.

"Kentucky has seen fit to permit manufacture of whiskey only upon condition that it be sold to an indicated class of customers and transported in definitely specified ways. These conditions are not unreasonable and are clearly appropriate for effectuating the policy of limiting traffic in order to minimize well-known evils and secure payment of revenue. The statute declares whiskey removed from permitted channels contraband subject to immediate seizure. This is within the police power of the State, and property so circumstanced cannot be regarded as a proper article of commerce. *Sligh vs. Kirkwood*, 237 U. S. 52, 59; *Clason vs. Indiana*, 306 U. S. 439.

"In effect we are asked by injunction to allow a distiller to do what the statute prohibits—deliver to an unauthorized carrier; also, to enable a carrier to do what it is prohibited from doing—receive and transport within the State.

"*Kidd v. Pearson*, supra: An act of the Iowa Legislature in general terms forbade manufacture or sale of intoxicating liquor but permitted these for mechanical or other purposes. An injunction was approved which restrained Kidd from operating his distillery although he claimed the output would be exported for sale beyond the State. This court said: 'Whether a State, in the exercise of its undisputed power of local administration, can enact a statute prohibiting within its limits the manufacture of intoxicating liquors, except for certain purposes, is not any longer an open question before this court \* \* \*. The police power of a State is as broad and plenary as its taxing power; and property within the State is subject to the operations of the former so long as it is within the regulating restrictions of the latter.'

"We cannot accept appellant's contention that because whiskey is intended for transportation beyond the State lines the distiller may disregard the inhibitions of the statute by delivery to one not authorized to receive; that the carrier may set at naught inhibitions and transport contraband with impunity.

"The point suggested in respect of due process is not in accord with what has been decided in the cases above referred to.

"The record shows no violation of equal protection. A licensed common carrier is under stricter control than an ordinary contract carrier and may be entrusted with privileges forbidden to the latter.

"Here the State law creates no discrimination against interstate commerce. It is subjected to the same regulations as those applicable to intrastate commerce.

"The Motor Carrier Act of 1935 is said to secure to appellant the right claimed, but we can find nothing there which undertakes to destroy State power to protect her people against the evils of intoxicants or to sanction the receipt and conveyance of articles declared contraband. The act has no such purpose or effect.

"The power of a State to regulate her internal affairs, notwithstanding the consequent effect upon interstate commerce, was much discussed in *South Carolina Hwy. Dept. v. Barnwell Bros.*, 303 U. S. 177, 189. There it was again affirmed that although regulation by the State might impose some burden on interstate commerce this was permissible when 'an inseparable incident of the exercise of a legislative authority, which, under the Constitution, has been left to the States.' In the absence of controlling language to the contrary—and there is none—the Federal Motor Carrier Act should not be brought into conflict with this reiterated doctrine."

### Ashburn Resigns as Inland Waterways Chief

Chester Thompson, Rock Island, Ill., has been appointed chairman of the advisory board of the Inland Waterways Corp. and president of the Inland Waterways Corp. to succeed General T. Q. Ashburn, who resigned, effective Nov. 14.

Announcement of General Ashburn's resignation had immediate repercussions on Capitol Hill. Senator Burton K. Wheeler of Montana, chairman of the Interstate Commerce Committee, protested that a competent official had been forced to resign an important post. General Ashburn released a public statement supporting the Senator's complaint.

General Ashburn's resignation, accepted by Assistant Secretary J. Monroe Johnson at the direction of

Secretary of Commerce Harry L. Hopkins, also embraced his position as president of the Warrior River Terminal Co., operating company from Birmingham, Ala., to Ensley, Ala., owned by the Inland Waterways Corp. That office is filled by the board of directors of the corporation.

Along with this change Assistant Secretary Johnson announced the creation of the position of vice-president to which has been named John S. Powell, comptroller of the Inland Waterways Corp. and auditor of the Warrior River Terminal Co. Aubrey Mills, assistant to the Secretary of Commerce, has been named Administrative Assistant. All three were sworn in Nov. 15.

General Ashburn, a retired Army officer, had been head of the federal agency since its organization in 1924.

Since creation of the Inland Waterways Corp., Mr. Thompson has been an active worker in the midwest for development of the waterways. Since 1927 he has been associated with the Mississippi Valley Assn., one of the most active supporters in this country of development of inland waterways, and was regional chairman of the association.

Mr. Thompson has lived all his life in Rock Island where he was born Sept. 19, 1893. In 1910, he became associated with his father in the plaster-contracting business which he took over upon his father's death in 1925.

Mr. Thompson was elected treasurer of Rock Island County in 1922. In 1927 he was elected mayor of Rock Island and re-elected in 1929 and 1931. During his administration as mayor, Rock Island constructed one of the most modern terminals on the upper Mississippi River. In 1932 he was elected to Congress and re-elected in 1934 and 1936.

Mr. Powell is the oldest employee in point of service in the Inland Waterways Corp., having come to the government during the war. He was associated with the Inland and Coastwise Waterways Service which was succeeded by the Inland Waterways Corp.

Government explanation of the change is claimed to be due to a desire for a "little rejuvenation" in the waterway system. General Ashburn states that there has been a constant serious disagreement of policy ever since the transfer of the corporation to the governorship of the Secretary of Commerce as to whether the Inland Waterways Corp. should continue to operate as privately owned corporation, as provided for by law, or was to be-

come a bureau of the Department of Commerce.

In the last annual report it was shown that the corporation handled in 1938 nearly 3,000,000 tons of freight on the Mississippi and its tributaries, and on the Warrior River between Birmingham and Mobile, more than 600,000 tons. The corporation acquired \$3,000,000 worth of new equipment out of profits and still had \$3,875,554 in the bank and in government bonds, as of May 11, 1939.—*Manning.*

### Packing Firms Fined in Motor Carrier Case

Charged with having solicited and accepted cut rates from the Overnight Motor Transportation Co., Washington, D. C., in violation of the Federal Motor Carrier Act, the meat packing firms of Albert A. Pincus, Inc., and the South Philadelphia Dressed Beef Co., both of Philadelphia, were fined \$400 each, in Federal Court, Oct. 2. The houses had been indicted for accepting rebates of 19 cents per 100 lbs. of meat, shipped by the carrier mentioned, the meat being billed as fresh, though actually it was salted. Under the law, fresh meat's rate is 54 cents per 100 lbs., while that for salt meat is 35 cents per 100 lbs.—*Lansing.*

### Private Operators Want No I.C.C. Regulation

Industrialists and others who own and privately operate motor trucks have again indicated to the I.C.C. that there is no need for its jurisdiction over their distribution practices.

The National Council of Private Motor Truck Owners, Inc., acting in behalf of owners of 3,800,000 private trucks, has renewed its resistance through exceptions to the proposed report of the Commission's examiner, R. W. Snow. The latter's report, if accepted by the I.C.C., would establish, it is claimed, the need for regulations on safety of equipment, age of drivers, hours, etc., all of which it is thought is not needed in private truck operation. This resistance to regulation is built around the premise that private trucks have a better safety record than for-hire trucks, that less than 8 per cent of private trucks move over state lines, and that the Commission's jurisdiction would only produce costly duplication of expense.

### San Francisco Terminals Case Jan. 10

The U. S. Maritime Commission has set out to crush alleged unlawful practices in terminal opera-

tions at the San Francisco Bay area, which, the official announcement accuses, have created "a chaotic condition."

Port Commissioners and storage and terminal companies are named respondents and directed to appear at hearings Jan. 10, on the West Coast. Scheduled for scrutiny are practices affecting services, rates, charges, tolls, rentals, rules, regulations, classifications, agreements, acts, practices and operations.

The Commission's allegations are contained in the following summons served upon respondents:

"It appearing, That each of the terminals named herein carry on the business of forwarding or furnishing wharfage, dock, warehouse, or other terminal facilities in connection with common carriers by water and, therefore, that each of said terminals is an 'other person subject to this Act' as defined in section 1 of the Shipping Act, 1916, as amended, and as used in sections 15, 16, 17, and 20 of the Shipping Act, 1916, as amended;

"It further appearing, That all or some of the said terminals named herein, perform services, make rates, charges, tolls, rentals, rules, regulations, classifications, and agreements, and engage in acts and practices which are unfair, unreasonable, unjust and unduly prejudicial or preferential, or otherwise in violation of the law, in that all or some of said terminals:

"1. Carry out agreements with common carriers by water, or with other persons subject to this Act, copies or memoranda of which have not been filed with the Commission, as required by section 15 of the Shipping Act, 1916, as amended;

"2. By the controlled tonnage and purchasing power or economic influence of their parent companies, divert interstate or foreign waterborne cargo from its natural course, and make or give undue or unreasonable preference or advantage to particular persons, localities, or descriptions of traffic, or subject particular persons, localities, or descriptions of traffic to undue or unreasonable prejudice or disadvantage, in violation of section 16 of the Shipping Act, 1916, as amended;

"3. Fail to establish, observe, and enforce just and reasonable regulations and practices relating to or connected with the receiving, storing, or delivery of property, as required by section 17 of the Shipping Act, 1916, as amended;

"4. Receive or solicit confidential information from common carriers by water which may be used to the detriment or prejudice of common carriers, shippers or consignees, in violation of section 20 of the Shipping Act, 1916—

"It is further ordered, That the Board of Port Commissioners, Port of Oakland; Eldorado Terminal, and Eldorado Oil Works; Encinal Terminals; Golden Gate Terminals; Howard Terminals; Islas Creek Grain Terminal Corp.; Parr-Richmond Terminal Corp.; Port of Sacramento; Port of Stockton; South San Francisco Terminal Co.; Standard Coal Co. of California; State Terminal Co., Ltd.; and West Coast Wharf and Storage Co., be, and they are hereby, made respondents in this proceeding."—*Manning.*





# LETTERS TO THE EDITOR

## DandW Takes a Bow

**O**CCASIONALLY we find time to write the much abused editor, so here is our altogether too infrequent "bouquet" to you, for the present period.

Your issue of November is very interesting, indeed, and among the items which we particularly wish to compliment you on because it is the first information we received in regard to these items, are the following:

Page 18—Port manual.

Page 28—This month's important higher Court decisions.

Page 79—Pineapple juice to tenderize casings.

All of these were of especial interest to us and I thought you would like to know this.—**L. J. Coughlin**, vice-president, Newark Tidewater Terminal, Inc., Port of Newark, N. J.

## Traffic Manager's Slide Rule

**W**E note on page 18 of the November issue of *DandW* a story describing a slide rule for traffic managers to aid them in rate work. Where can we get in touch with Mr. Brockman who has the copyright privileges?—**John Youell**, Consolidated Freightways, Inc., Portland, Ore.

*Answer.* Melvin T. Brockman, Plaza Express Co., Inc., 1000 W. 21st Street, Chicago.

## Making the Business Executive Traffic Conscious

**W**E wish to express our thanks and sincere gratitude to those who have made the California State Council, American Institute of Traffic Management, possible.

We feel that traffic managers and executives over the entire country owe *DandW* an everlasting debt of gratitude for sponsoring the movement for the legalization and professionalization of traffic management. In sponsoring this movement and creating an interest that will carry it through to completion on a national basis, *DandW* has performed a service to its readers and to the whole business world that is of inestimable value, for it will raise the standard of the traffic man of the profession. This will tend to make the traffic man more efficient in his work.

Distribution and transportation affect the lives of every man, woman and child in this country. The field is growing by leaps and bounds. Federal and state regulation is becoming more strict and complicated every day and we must have competent traffic men who know their business and who keep up with the fast-changing conditions. Otherwise we shall have an economic loss.

Another great service performed by *DandW* in sponsoring this movement is in making the business executive traffic conscious. Traffic management is a relatively new profession and the average business man thinks of a traffic manager or a traffic department as so much more overhead. He has no conception of the many ways a traffic manager should function and of the help an efficient one can be to almost every department of every business.

For many years this movement has been dreamed of and talked about by many, and almost 10 yrs. ago the

Government made a very comprehensive survey of industrial traffic management and published its survey in detail, with recommendations that some standard be set by which to judge the qualifications of a traffic manager. But everybody said, wait and let George do something about it. Even the national traffic organizations, which should have been the first to sponsor the movement for professionalization, talked about it and referred it to a committee that did nothing.

But thanks to *DandW*, you did something about it. You told the whole world about it. The result was instantaneous and phenomenal. The first article by Mr. Keeling published a year ago last September created an interest which was far-reaching in effect. This and succeeding articles have in a short time accomplished more than the efforts of all others combined in establishing the movement on a professional basis.

For myself and the California State Council, I wish to extend our sincere appreciation for your service to us and to your many readers the country over. I feel sure that your service to us and to them has not been in vain.—**R. F. Shackelford**, president, California State Council, American Institute of Traffic Management.

## Thank You, Mr. Noble

**I** HAVE read with a great deal of interest your editorials on traffic management and want to thank you for the time and space you have given to help form a traffic management institute.

Without your enthusiastic help and the splendid work being done by Mr. Keeling, it is doubtful that such splendid progress could have been made. — **Fred C. Noble**, traffic manager, American Furniture Co., Denver, Colo.

## Continued Support Needed

**I** WISH to commend you for the initiative and foresight you have shown in the publication of articles and editorials dealing with the elevation of traffic management to the position among the professions that is so honestly deserved.

*DandW* has not only become a clearing house for ideas on this subject, but has started concentration of the leaders of the transportation field on this matter. Without question, much of value will be derived from such efforts. Allow me to urge that you give this subject your continued support, for which those now engaged in traffic work should be ever grateful.—**Arthur C. Roy**, traffic manager, D. L. Clark Co., Pittsburgh, Pa.

## Correction

**I** N reading over the November issue of *DandW*, I find on page 65 under the report covering the American Association of Port Authorities convention at Milwaukee, a statement to the effect that the joint report by the sub-committee on wharfinger legislation was presented by J. H. Cohen, manager, Marine Traffic, North Pier Terminal Co., Chicago.

Mr. Julius Henry Cohen, co-chairman of the committee referred to, is general counsel for the Port of New York Authority. Mr. Cohen, connected with the North Pier Terminal Co., is M. M. Cohen.—**C. U. Smith**, General Mgr., and Chief Engineer, Board of Harbor Commissioners, Milwaukee, Wis.



# WATERWAYS AND TERMINALS

## First Alaskan Cargo of Salmon at Port Newark

Carrying the first cargo of salmon to Port Newark, the 10,000-ton steamship North Haven of Juneau, Alaska, arrived at the port Nov. 4 with 10,000 cases which were unloaded at Newark Tidewater Terminal. The cargo was for North Jersey distribution by A & P stores. The grocery company is experimenting with Newark shipping facilities.—Jones.

## Soybeans Important in Great Lakes Activity

Soybeans have become a new commodity of importance in Great Lakes shipping, with a heavy increase this year over last year's total lake shipments at 2,300,000 bushels, an all-time high. This figure was passed early during the current season, and for the 4 weeks ended Nov. 3, 1939, shipments of soybeans from Chicago have averaged over 1,000,000 bushels each 7-day period, with most of the cargo headed for export to Europe.

The increased shipments have been attributed to wartime demand, a bumper crop in America and a short crop in Manchuria, and increased industrial uses in the plastic and paint industries. Several soybean processing plants have been established in the Middle West during the past 2 yrs., including two on Lake Erie—the Toledo Soybean Products Co., and the Staley Co. at Richmond, Ohio, on Fairport Harbor. This latter plant was located to take advantage of water transportation, but no cargoes have been unloaded there yet. The new Oswego (N. Y.) Soy Bean Processing Co. received cargoes before its plant was finished.—Kline.

## Isthmian Schedules Maintained

The Isthmian Steamship Co. announces the fulfillment of its domestic and foreign schedules, with one exception, from the time of the outbreak of hostilities in Europe until the present and anticipates no difficulty in its continued maintenance. The only service affected by the revised Neutrality Act is the company's Pacific Coast-United Kingdom Service which was operated on a fortnightly basis and was the only American Flag Service in the Pacific European trade.

Isthmian's outward-bound schedules from North Atlantic ports maintained with American Flag steamers provide fortnightly intercoastal as well as Far East sailings with weekly despatches to Hawaiian Islands, monthly to India via the Cape of Good Hope and monthly to Mediterranean, Red Sea and Persian Gulf via the Strait of Gibraltar and Suez.

From the Gulf fortnightly sailings will be maintained to Pacific Coast ports and Hawaiian Islands and a direct monthly service from the Gulf to India via the Cape of Good Hope will likewise be continued.

The company is maintaining normal homeward schedules in the Intercoastal and Hawaiian Island trades to both Gulf and Atlantic ports. Increased homeward service is offered from the Philippine Islands, French Indo-China, Netherlands, Indies and Straits Settlements ports to North Atlantic ports; likewise, it

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is offering increased homeward services from Calcutta to both South Atlantic-Gulf Ports and North Atlantic Ports.

## New Oranje Liner

The motorship Prins Willem III, latest addition to the fleet of the Oranje Line and fresh from the hands

(Continued on page 61)

# ECONOMY IN MODERN DISTRIBUTION

## VII—Iron, Steel and Allied Products\*

The Seventh of a Series of Nine Articles That Will Point Out What the Major Industries Are Doing in the Field of Distribution, and What Changes Have Occurred in Practices in Regard to Retailing and Wholesaling. The First Article, Appearing in the May Issue, Covered the Food Industries. The remaining Articles Will Consider the Following Industries: Non-Ferrous Metals and Machinery.

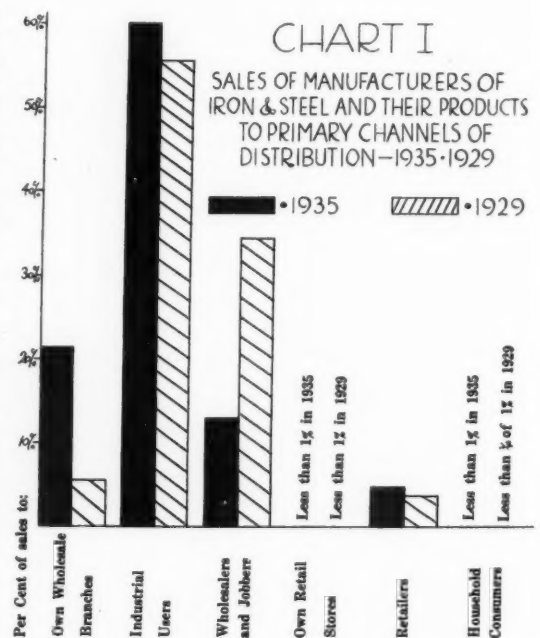
By JOHN H. FREDERICK

Professor of Transportation and Industry, School of Business Administration, The University of Texas

**M**ANUFACTURERS of iron and steel and their products, whose 1935 sales to the various primary channels of distribution are comparable with 1929 sales to the same channels, show a tendency to increase the use of their own wholesale branches (accounting for but 5.9 per cent of total sales of all these manufacturers in 1929 and for 21.3 per cent in 1935); and to decrease the use of wholesalers and jobbers (accounting for 34.1 per cent of total sales in 1929 and 13.4 per cent in 1935). At the same time, sales direct to industrial users and to retailers, including chain stores, increased slightly, considering the industry as a whole. (See Chart I).

When certain individual industries included in this group by the Bureau of the Census are considered, some of the changes taking place in the use of the various primary channels of distribution become more significant. Chart II shows the distribution picture for manufacturers of general hardware both in 1929 and 1935. No very significant change took place except in the shift away from wholesalers and jobbers (which accounted for 33 per cent of total first sales in 1929 and 30.3 per cent in 1935) and to direct selling to industrial users and retailers. Among the chief products of this industry are locks, car seals, seal presses, brackets, andirons and other fireplace equipment, trunk trim-

\*Table and charts in this article are based on statistical material in the United States Bureau of the Census publication, *Distribution of Manufacturers' Sales*, Census of Business, 1935, prepared under the direction of Dr. Frederick.



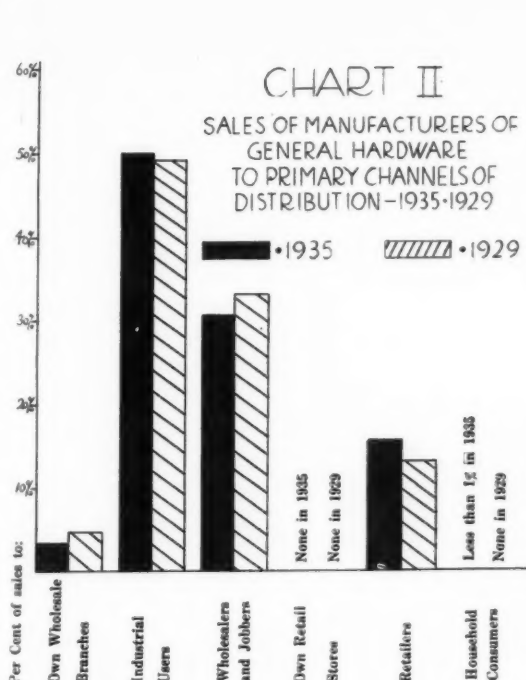
Comparison Between Channels of Primary Distribution used for First Sales by Certain Manufacturers of Iron and Steel and Their Products in 1935 with Those Used in 1929

INDUSTRY	PRIMARY CHANNEL OF DISTRIBUTION USED											
	Own Wholesale Branches		Industrial Users		Wholesalers and Jobbers		Own Retail Stores		Retailers		Household Consumers	
	Percent		Percent		Percent		Percent		Percent		Percent	
	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Bolts, Nuts, Washers, Etc.	7.6	4.9	73.5	68.8	16.9	25.7	...	...	2.0	0.6	...	...
General Hardware	3.7	4.3	50.3	49.5	30.3	33.0	...	...	15.5	13.2	...	0.2
Saws	18.7	6.8	28.6	25.8	43.1	52.5	...	...	9.5	14.0	...	0.1
Steel Springs	0.9	1.5	79.5	65.0	16.6	31.1	...	...	2.7	2.4	...	0.3
Wire	19.1	6.7	61.3	70.3	16.9	19.1	...	...	2.7	3.9	...	...
Wrought Pipe	...	0.5	60.6	58.9	38.2	40.6	...	...	1.1	...	...	0.1
Plumbers Supplies	14.0	23.1	13.7	9.0	63.6	61.9	...	...	8.5	6.0	...	0.2
Screw Machine Products	1.9	...	78.5	79.5	16.9	18.1	...	...	2.7	2.4	...	...
Stamped and Pressed Metal Products	7.8	6.2	66.4	52.5	16.2	30.3	...	...	9.5	11.0	...	0.1
Steam and Hot Water Heating Apparatus	34.6	40.7	23.7	18.6	35.7	30.5	(a)	(a)	5.1	10.2	...	0.9
Stoves, Ranges and Furnaces	11.8	7.4	10.1	17.1	24.6	31.1	5.0	5.5	43.5	38.9	...	5.0
Hand Tools (Not including Edge or Machine Tools)	1.8	6.0	20.8	26.4	61.6	60.4	...	...	15.5	7.2	...	0.3
All Iron and Steel Industries	21.3	5.9	59.8	55.8	13.4	34.1	0.3	0.3	4.8	3.9	...	0.4 (c)

(a) In 1935 The Census Bureau combined sales to own retail stores with sales to retailers to avoid disclosing the operations of individual companies. In 1929 sales to own retail stores were combined with sales to own wholesale branches for the same reason.

(b) In 1929 the Census Bureau considered sales to contractors by this industry to be sales to retailers. In 1935, sales to contractors in all industries were considered as sales to industrial users.

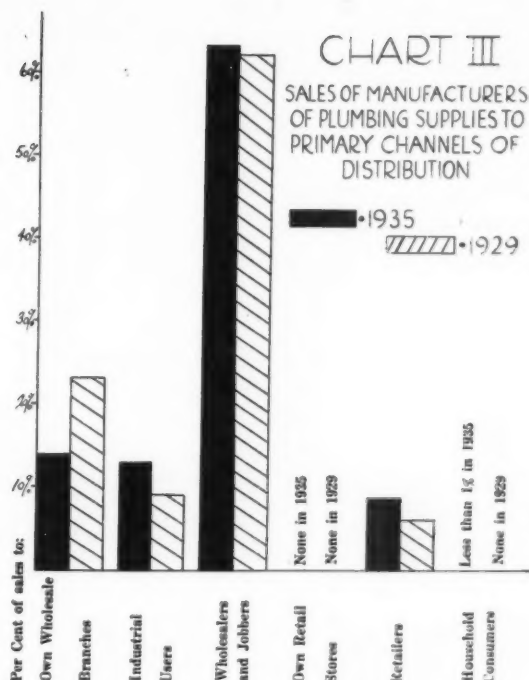
(c) Less than 1/10 of 1%.



gings, builders' hardware, cabinet, saddlery, harness, car, vehicle, casket, furniture, piano and organ hardware, as well as vacuum bottles and containers.

Chart III compares the sales to primary channels of distribution, in 1929 and 1935, of manufacturers of plumbing supplies. These plants produce porcelain-enameled sanitary ware such as bathtubs, laundry tubs, lavatories and sinks. They also make plumbers' brass goods such as faucets, spigots, valves, fittings and the like, galvanized-iron and copper range boilers and miscellaneous bathroom and other fixtures used in plumbers' work. This is one of the very few individual industries, either in this or any other industry group, whose sales in 1935 and 1929 were comparable, showing an increased use of wholesalers and jobbers in 1935. This increase was small, to be sure, but it was significant when we consider that most of the other industries, comparable for the 2 yrs., show a falling off in the use of this primary channel of distribution. The increase in the use of wholesalers and jobbers by manufacturers of plumbing goods was accompanied by an increase in direct sales to industrial users and to retailers of slightly greater proportions, but by a falling off of sales to manufacturers' own wholesale branches (accounting for 23.1 per cent in 1929 and 14 per cent in 1935.)

Manufacturers of steam and hot water heating apparatus including such products as steam and hot-water heating boilers, radiators, safety valves, vacuum gauges, heat regulators, thermostats, coils, unions, flanges and similar fittings, as well as other classes of steam specialties also made a greater use of wholesalers and jobbers as a primary channel of distribution in 1935 than they did in 1929 (accounting for 30.5 per cent of first sales in 1929 and 35.7 per cent in 1935). These manufacturers also made more sales direct to industrial users (See Chart IV) in 1935 than in 1929 but manufacturers' own wholesale branches and direct sales to retailers showed a decline in their use as primary channels of distribution comparing 1935 with 1929. The increase in the proportion of first sales going to industrial users directly as well as the decrease in direct sales to retailers, comparing 1929 with 1935 is largely accounted for by the fact that, in 1935, sales to contractors were considered as sales to industrial users,



while in 1929 these sales were considered as sales to retailers by the Bureau of the Census in compiling these figures.

One of the specialties in this industry group showing some interesting changes in the proportion of first sales going to various primary channels of distribution, comparing 1935 and 1929, is the group of manufacturers comprising the saw industry. These plants make saws and saw blades of all types for cutting wood, metal and other substances. These manufacturers sold a smaller proportion of their products to wholesalers and jobbers in 1935 than in 1929 (See Chart V) as well as a smaller proportion direct to retailers of all types. At the same time sales through manufacturers own wholesale branches (accounting for 6.8 per cent of first sales in 1929 and 18.7 per cent in 1935) increased sharply and sales direct to industrial users increased slightly.

In the saw industry, wholesalers have always been regarded as the traditional outlet to reach the small industrial user, carpenter and the personal user. This is still true to a considerable extent, limited only by the failure of these outlets to carry complete stocks. This failure to carry stocks has forced more and more manufacturers, particularly those who market a large related line of tools, to increase the use of their own wholesale branches. Sales direct to large industrial users are naturally to be expected because of the nature of the product and the fact that such sales are usually made in large lots.

As a group, the manufacturers of iron and steel products make the greater part of their first sales to industrial users. This was the case both in 1929 and 1935. (See Chart I). Perhaps this condition of affairs is to be expected due to the nature of many of the products of this industry such as steel springs, wire, wrought pipe, stamped metal products and the like. But at the same time there are many products of this industry which one would expect to find passing through wholesalers and jobbers or industrial distributors in greater proportion of total sales than they now do. Some of these products come under the heads of general hardware, nuts and bolts, screw machine products, hand tools and others. Yet a substantial proportion of the

(Continued on page 69)

## IN THE *Cold Storage* FIELD

### New U. S. Laboratory to be Erected at College Park, Md.

Improvements in existing methods and the design of new methods of canning, smoking and freezing of fishery products for use as human food, research into vitamin, protein and mineral content of fish and shellfish, will be included in the expansion of scientific studies to be made at the new technological laboratory to be erected on the campus of the University of Maryland, at College Park, Md., by the U. S. Bureau of Fisheries. The new laboratory will be constructed at a cost of \$100,000, and the new building will house units of the laboratory moved to College Park 2 yrs. ago from Gloucester, Mass., and other Fisheries Bureau divisions which at present have their quarters at Washington.

Studies will also be conducted at this laboratory at College Park as to the best methods of marketing fish or seafood products, as well as catching and preserving them.

The discoveries made through experiments at the laboratory give promise that even greater discoveries, which will be invaluable to food, drug and kindred industries, will result from the new laboratory to be constructed at College Park.—*Ignace.*

### Clover Farm Stores in Quick-Frozen Foods

The Clover Farm Stores, at its open forum meeting at the 13th annual convention in Cleveland, Oct. 17-18, indicated that Clover Farm headquarters might have a suggestion for its supply houses in the near future regarding quick-frozen foods. Officials in the past have not recommended the adding of quick-frozen foods because they felt that the time was not yet ripe, and too many difficulties were involved.—*Fiske.*

### Walnut Marketing Changes

California's \$10,000,000 prime walnut crop is expected to be subjected to drastic marketing changes as a result of the heat wave, which struck at the peak of the picking season in September. As the aftermath of a State Department of Agriculture grading hearing in Los Angeles, growers agreed to eliminate the "fancy" grade as to size, and the adoption of a "medium" grading for nut sizes.

The proposed grade change, subject to ratification by the Director of Agriculture, covers size only and not quality of merchantable nuts. Proposals for distributing this year's walnut crop by marketing 60 per cent of the crop and marketing 40 per cent secondarily in the shelled meats industry as culls are being considered.—*Herr.*

### Fruit Packers Merge

Consolidation of the Upland Co-operative Groves and the American Fruit Growers, Inc., on Oct. 21, resulted in the merger under one management of three large fruit packing plants in the Upland, Calif., district. Effective Nov. 1, the American Fruit Growers closed its orange packing plant at Alta Loma and its lemon house in Upland. All fruit heretofore packed at those plants will be handled at the Ontario packing plant of Co-operative Groves.

The consolidation is expected to increase the output of the plant by some 400 carloads of citrus fruits annually. The structure of the Upland Co-operative Groves will in no way be affected by the consolidation, the concern merely changing its marketing affiliation from the Mutual Orange Distributors, with which it has been connected since its organization, to the American Fruit Growers. The latter firm handles, in addition to citrus, 21 varieties of fresh fruits and vegetables, with a total volume of some 15,000 carloads annually.—*Herr.*

### Small Cold Storage Loads via Rail Can Be Handled

The Western Metal Specialty Co., Milwaukee, is manufacturing refrigerator boxes holding 800 lbs. of perishables and 200 lbs. of ice. Weighing 500 lbs. and of steel construction, the boxes are mounted on wheels that permit them to be placed in any ordinary freight car.

Robert J. Wilson, general manager of the company, said that whereas in the past, if a wholesaler offered a 5-ton shipment, including 800 lbs. of perishables, the railroad had to turn it down, it can now be handled with the perishables placed in the refrigerator while the balance of the goods is placed alongside in the freight car.—*W. T. N. B.*

### New Trend in Institutional Quick-Freeze Merchandising

Purchase of quick-frozen vegetables, etc. by restaurants and other establishments in the institutional bracket of this perishable food market is fast trending to a direct-at-source basis. Purchases are on a cash basis f.o.b. plant, the purchaser prepaying freight and taking only carloads. This has not only proved cheaper for the buyer but it has made possible greater tonnage for the quick-freeze companies and most important, greater possibility for advertising the industry to the public.

Although cold storage facilities for holding purchases are available at points of origin, it is stated that in many cases this increased tonnage, as far as mechanical handling and storing is concerned, is still being handled by the quick-freeze companies. In other cases, the buyers are holding their purchases in cold storage warehouses at points where low-storage rates prevail and then releasing stocks when needed.

It is also stated that food jobbers handling all kinds of perishables and having cold storage and trucking services are being used in the larger cities as a substitute for taking care of institutions from public warehouse stocks maintained by the quick-freeze companies. It is thought, however, that this practice will be a boon rather than detriment to the public cold storage warehouses because of the jobbers' inability to store sufficient quantities to take care of the additional business that will be developed.

### Apple Marketing Clinic Held At Cleveland

Facing a tremendous problem in finding a market for the huge 1939 apple crop, various branches of the industry attended a National Apple Week Marketing Clinic at the Northern Ohio Food Terminal, Cleveland,

(Continued on page 74)



# Factories ON THE MOVE

**C**OPPERWELD STEEL CO., it is announced, will move from Glassport, Pa., to Warren, Ohio, in the near future. This new industry will give employment to 700 men, 70 of whom will be brought from Glassport, and the remaining 630 will be Warrenites. The announcement is regarded as heralding one of the greatest industrial movements in Warren's history, and will boost the city's payroll by an estimated \$1,000,000 figure. The officers of the company are as follows: S. Eugene Bramer, president and general manager; Wm. K. Frank, vice-president, chairman of executive committee, and chairman of the board; Stanton Hertz, vice-president, and Frank R. S. Kaplan, secretary, treasurer and general counsel.

Gevaert Co. of America, Inc., 423 W. 55th St., New York, distributor of Belgian-made papers and films, has acquired mill property at Williamstown, Mass., and will remodel for manufacture of high-grade paper stocks under Belgian process.

Schacht Rubber Mfg. Co., 238 Polk St., Huntington, Ind., molded and hard rubber goods, etc., plans new three-story mill at Noblesville, Ind., with one-story structure adjoining, for office and other operating service.

Bohn Aluminum & Brass Corp., Lafayette Bldg., Detroit, brass and bronze castings and forgings, bronze bearings, etc., has let contract for new one-story plant at Adrian, Mich.

International Harvester Co., 180 North Michigan Ave., Chicago, Motor Truck Division, plans two-story factory branch, service and repair works at Toronto, Ont., about 45,000 sq. ft. of floorspace, for Canadian subsidiary, International Harvester Co. of Canada, Ltd., Toronto.

J. I. Case Co., State St., Racine, Wis., agricultural implements, tools, etc., has let contract for new factory branch, storage and distributing plant at S. E. Market and 3rd Sts., Portland, Ore.

Laminated Shim Co., 21-44 Forty-fourth Ave., Long Island City, New York, brass and other metal shims, babbitt-tipped shims, etc., has acquired about 2½-acre tract at Glenbrook, Conn., for new plant. Plans are being drawn for initial one-story unit, about 25,000 sq. ft. of floorspace, for which bids will be asked soon on general contract. Present works will be removed to new location and capacity increased.

Swift & Co., Union Stock Yards, Chicago, has let general contract for one-story branch, storage and distributing plant at Lynchburg, Va.

John Deere Plow Works, Inc., Moline, Ill., agricultural equipment and implements, plans one-story factory branch, storage and distributing plant on North Tryon St., Charlotte, N. C. District offices of company are at Atlanta, Ga.

National Sheet Steel Co., 13000 Lyndon Ave., Detroit, has leased one-story building, 35,000 sq. ft. of floorspace, at 3153 So. California Ave., Chicago, for new factory branch, storage and distributing plant.

Sherwin-Williams Co., Cleveland, Ohio, is building a new plant for the manufacture of paints, lacquers and varnish in Buenos Aires, Argentine. This plant will serve a large part of the South American market.—Fiske.

National Biscuit Co., New York, has let a \$3,200,000 contract for a new bakery in Atlanta, Ga. Work has already started on a 32-acre plot acquired last March, and the building is expected to be completed by next July. This new plant is to be a daylight bakery, a single story high, 1200 ft. long and with practically no windows in the exterior walls. Heat and ventilation will be provided by an internal system of forced draft and mechanical exhaust. Refrigeration and air-conditioning will play parts in the various steps of the manufacturing process. This first unit will provide approximately 400,000 sq. ft. of floorspace.

Euclid Coffee Co., Cleveland, has acquired the former Russ Mfg. Co. plant on Walworth Avenue, embracing about 160,000 sq. ft. of floorspace, and will occupy same about Jan. 1 with a modern coffee roasting and manufacturing plant.

Carter Fabric Corp., Greensboro, N. C., has acquired a 219-acre site at South Boston, Mass., on which it is planned to build a modern rayon-weaving plant.

Lear Developments, Inc., 24 State St., New York, aerial radio equipment, parts, etc., has taken over property at Dayton, Ohio, and will remove present works at Garden City, Long Island, to that location, expanding capacity.

National Biscuit Co., New York, has let general contract for one-story branch plant at 14th St. & Ave A, Birmingham, Ala.

Harpeth Valley Chemical Co., Warner Bldg., Nashville, Tenn., industrial chemicals, plans new phosphate plant at Franklin, Tenn., where phosphate rock properties are available. It will consist of several one-story units, with storage and distributing facilities.

Rath Packing Co., 1600 Sycamore St., Waterloo, Ia., meat packer, has let general contract for new one-story and basement factory branch, storage and distributing plant at Decatur, Ill.

General Electric Co., Schenectady, N. Y., has asked bids on general contract for six-story factory branch, storage and distributing plant at 840 So. Canal St., Chicago. Cost close to \$1,500,000 with equipment.

Eastern Tool & Mfg. Co., 129 Bloomfield Ave., Bloomfield, N. J., tools, wire products, etc., has approved plans for new one-story plant, about 45,000 sq. ft. of floorspace, on 10-acre tract recently acquired at Belleville, N. J. Present plant will be continued as heretofore.

Westinghouse Electric & Mfg. Co., East Pittsburgh, has let general contract for one-story factory branch, motor and generator repair and service plant at Augusta, Me. New England headquarters of company are at 10 High St., Boston.

(Continued on page 78)

## ..... THE PARADE OF

## New Products

CANADA DRY GINGER ALE, INC., between Jan. 15 and Feb. 1, 1940, will occupy a new plant at the southeast corner of 42nd Street and Woodland Avenue, Philadelphia. Work has been started on remodeling the factory building which will be converted into one of the largest of the 26 factories operated by the beverage concern in the United States, Canada and South America. Philadelphia will be the base for the entire area to be served here, embracing Eastern Pennsylvania, Southern New Jersey, Delaware, Maryland and part of West Virginia. Modernization and refitting of the plant will cost about \$250,000.—*Lansing.*

Kraft-Phenix Corp. has purchased a site of 67,000 sq. ft. at Allegheny and Henry Avenues, Philadelphia, from the Keebler-Weyl Baking Co., a subsidiary of the United Biscuit Company of America, for a general warehouse and offices for the sale and distribution of its products in the Philadelphia area.—*Lansing.*

Rubber Products Co., Conneaut, Ohio, has been organized to manufacture hard rubber products by Edward J. Malek and Robert W. Whitney, who have leased the Craftsman Tool Co. building for 2 yrs. Manufacturing operations have started.—*Kline.*

Ohio Brewery, Inc., Columbus, Ohio, has been chartered by Elmer E. Follmer, president of the Borger Brothers Co. Boiler Works, that city, and others, to operate the old Ohio brewery plant at 1771 So. High St., Columbus, believed to be the last brewery erected in the United States before prohibition was enacted. Mr. Follmer said equipment will be purchased in the near future and the firm will be ready to market its product in the spring.—*Kline.*

Nestle Milk Products, Inc., has introduced a new coffee product, known as Nescafe. The new product, made by extracting coffee from the bean and then reducing this extract to a powder, completely soluble in water, is being made by the Sunbury, Ohio, plant. Present distribution is centered in the New York market.

Common Sense Products, Inc., Clinton, N. Y., has been formed to manufacture dry dog food. The new firm has leased the Clinton Canning Co. plant and will be headed by J. E. Fitzgerald, Rome, N. Y. The product was formerly made and distributed by Pellam Products Co., Rome.

McCoy & Gallaher, distributor of "Little America" frosted foods, has moved from McCorkle avenue, South Charleston, W. Va., to larger quarters at 617-619 Washington Street, in Charleston, announces J. H. McCoy, general manager.—*Kline.*

General Mills, Inc., is offering a twin serving set, resembling fine cut glass, which may be used as a covered butter plate, or as separate serving dishes, as a premium to purchasers of the 40-oz. box of Bisquick.—*Kline.*

Sterling Products, Inc., has purchased for cash the Ironized Yeast Co., Inc., of Atlanta, and will operate it as a wholly-owned subsidiary.—*Kline.*

The American Potash and Chemical Corp., Trona, Cal., and the Westend Chemical Co., San Francisco, were the successful bidders of 6,340 acres of potash bearing lands at Searles Lake, Cal. The former acquired 5,569 acres and the latter 771 acres.—*Herr.*

Because of the curtailment of potash shipments from Germany since the beginning of the European War, the American Potash and Chemical Co. has taken steps to increase production at its Trona, Cal., plant, and on Oct. 23 inaugurated a 40-hr. week, simultaneous with allotting increases in wages ranging from 8 to 20 per cent. Heavy shipments of potash for fertilizer use have been made from Trona in recent weeks.—*Herr.*

C & F Products Co. on Nov. 1 began the manufacture of powdered soap at 1406 West Vernon Ave., Los Angeles.—*Herr.*

Talon, Inc., slide fastener manufacturer, Meadville, Pa., has opened an assembly plant at 762 East Pico Street, and a branch stock and service plant at 702 S. Los Angeles Street, Los Angeles.—*Herr.*

The Miller Chemical & Fertilizer Co., of which W. N. Long is president, with offices at 1000 S. Caroline Street, Baltimore, whose fertilizer plant is located at 1415 Philpot Street, and its insecticide plant at 900 S. Caroline Street, is moving its insecticide plant to 920 S. Caroline Street where it will have much larger quarters, double the space it has been occupying, and where production will be expanded.

This Baltimore concern some months ago took over and continued the operation of the plant of the New York Insecticide Co., at Medina, N. Y.—*Ignace.*

Van Camps Sea Food Co., San Pedro, Cal., has purchased the fish cannery of the California Packing Corp. at Fish Harbor, Terminal Island, in the San Pedro district. The addition of this 200 by 465 unit gives the Van Camps concern three plants at Fish Harbor.—*Herr.*

National Container Corp., Review Ave., Long Island City, N. Y., paper boxes and containers, has approved plans for expansion at paper-board mill at Jacksonville, Fla., including new recovery unit and equipment to increase plant capacity by about 20,000 tons per yr.

Mason City Soy Bean Processing Co., 1203 West 22nd St., Mason City, Ia., plans new soy bean tank units for storage and distribution.

Merck & Co., Inc., Rahway, N. J., chemicals, drugs, etc., has let general contract for three one-story additions, comprising a double structure for main manufacturing division, and smaller units for storage and distribution.

Evangeline Packing Co., Lafayette, La., meat packer, has asked bids on general contract for one-story plant.

Century Electric Co., 1806 Pine St., St. Louis, motors, generators, fans, parts and other electrical equipment, (Continued on page 80)

## FROM THE **LEGAL** VIEWPOINT

### Liable for Conversion

**LEGAL EDITOR, DandW:** About 2 yrs ago we picked up a lot of goods delivered to us by the United States Delivery Co. At that time we thought the goods belonged to this company. However, a few months afterward, we received a notification from this company stating that it did not own the goods but that same were property of a Mr. Wagner, and his address was given to us in this letter in which, also, we were notified not to deliver the goods to the owner except on the order of the United States Delivery Co. After holding the goods for 2 yrs., we sold same exactly in accordance with the law, except that we did not notify Mr. Wagner, but we notified the United States Delivery Co. Now we are sued for conversion by the owner, because we did not send to him a registered letter notifying him of the intended sale. Are we liable?—Old Fashion Storage Co.

**Answer:** It is my opinion that you are liable for conversion because, according to my records, the law states that you, as a warehouseman, must send notification to the owner of the goods. Now, of course, this does not mean that you, actually, are legally bound to send notification to the owner, but if, for instance, you send notification to his last known address you, then, have given him legal notification although he does not receive the notification. This law is not applicable exclusively to warehousemen because in all other legal controversies, involving letters, the higher courts have held that if one drops a letter in a United States mail box, or post office, the law presumes that the addressee received the letter whether or not he actually did receive it. The important testimony is: Was the letter properly addressed and mailed? If the letter was registered, this record is proof that it was properly addressed and mailed on a predetermined date. Otherwise, the sender must prove by witnesses that the letter was properly addressed and mailed on the date specified.

Now let us refer more directly to your particular controversy. If the United States Delivery Co. was legal agent of the owner of the goods who gave this company authority to deliver the goods to your warehouse and require that notification of intended sale should be

sent to the United States Delivery Co., instead of the actual owner, then under these circumstances it was not legally required that you notify the owner, provided you notified the United States Delivery Co. On the other hand, assume that the United States Delivery Co. had no authority to represent the owner with respect to receiving the notification of intended sale, then

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**Mr. Parker answers legal questions on warehousing, taxes and related matters.**

**Send him your problems care of this magazine. There will be no charge for the service.**

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**Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.**

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you were legally required to notify the owner at the address supplied by the United States Delivery Co.

In rendering opinions of this nature much must be assumed. For example, you do not state whether the owner of the goods authorized the United States Delivery Co. to deliver the goods to your warehouse for storage. Obviously, if the owner did not authorize this delivery, then you may sue and recover any losses from the delivery company, because under these circumstances the delivery company assumed unnatural authority. On the other hand, the delivery company would not be liable to you for losses resulting from your failure to adhere to the established law, as it would be liable only for your losses naturally to be assumed. In order that you may understand the settled law on this subject, it is as follows: Any person is personally responsible to another for losses sustained by the latter as a result of acts of the former, if such losses could not have been prevented by ordinary care on the part of the one who files the suit.

In order to be on the safe side of a legal controversy you should have notified the owner of the intended sale at the address given by the United States Delivery Co. But since you did not do so, a considerable amount of testimony will be forthcoming in the ensuing litigation to establish the authority of the United States Delivery Co. as

given by the owner of the goods. Of course, if the delivery company exceeded its authority, it may be liable to you for losses arising from this suit.

Failure of a warehouseman to properly address a letter of notification results in conversion if the warehouseman sells the goods. For instance, in the leading case of *Fitch v. Bekins Storage Co.*, 70 Pac. (2d) 670, it was shown that a warehouseman sent a notification at the proper address supplied by the owner of the goods, except that the warehouseman failed to include on the envelope that the letter was in care of "Casey". The letter was returned marked "Moved, no address." However, the warehouseman was held liable for conversion. In this case, a person other than the owner of the goods stored the goods and later the owner called at the warehouse and gave his address to the warehouseman. Also, see leading case of *White v. U Storage Co.*, 84 Pac. (2d) 1051. In this case the owner of goods was in jail and another authorized the warehouseman to take the goods for storage. The court held the owner liable for all charges since he had authorized the goods to be placed in storage. For other cases see 237 N.W. 775, holding that conversion is controlled by the exact wording of the state laws; 58 S.W. (2d) 160; 20 Pac. (2d) 992; 249 N.W. 104, in which the court held that a jury shall listen to testimony and then render its decision as to whether a warehouseman is liable for conversion; 60 S.W. (2d) 528, in which the court held that proof must be given that the warehouseman violated state laws, otherwise he is not liable for conversion; 243 N.W. 812, in which the court held that the proof did not show that the warehouseman was liable for conversion; and 43 Pac. (2d) 347, in which a warehouseman was held liable for conversion because he failed to follow the state laws. A review of these higher court cases seems to indicate that when a warehouseman has information of the address of the owner of goods, he should notify the owner at this address of intended sale of the goods to satisfy overdue storage charges, irrespective of the source of the information.

### No Sales Tax on Mailed Orders

**LEGAL EDITOR, DandW:** Your article "Not Interstate Commerce" in the *DandW* September issue was



very interesting. The writer has a very similar question; in fact, two questions.

1. On orders taken by our representative in California, which are mailed to us by our representative, is the State of California entitled to a sales tax or entitled to a tax for the privilege of doing business in California?

2. On orders which are mailed direct to us by our customers in California, is the State of California entitled to either a sales tax or a tax on this business?

In both cases the merchandise is shipped from a point outside the State of California.—Williamson Candy Co.

*Answer:* Actually the latest higher court case on this subject relates to a corporation having headquarters in Chicago and having branch retail stores in cities in other states. The managers and employees of these stores accepted money from customers; took their orders; and sent these orders and money to the head office in Chicago from where the goods were mailed directly to the customers. The higher court held these transactions interstate commerce and, therefore, no sales tax was required to be paid. I have on record numerous higher court cases involving all angles of the law on this subject and I cite cases, as follows: 3 S. E. (2d) 595; 281 N. W. 94; 120 S. E. 120; 247 U. S. 21; 218 U. S. 124; 44 S. E. 854; 22 N. E. (2d) 338.

I assume that you have no time, inclination or desire to read these leading higher court cases. Therefore, permit me to refer specifically to your No. 1 question. You state that orders are taken by your representatives in California; these orders are mailed to your head office in another state from where the merchandise is shipped to the customers. These transactions are interstate and (1) no sales tax need be paid; (2) your solicitors cannot be compelled to pay a license, either state, county or city; and neither the company nor the solicitor is required to pay a tax for "doing business" in California.

Now, referring to your question No. 2. Obviously, in view of the above explained law, customers, who mail orders to manufacturers located outside the state of California, nor the manufacturers, can be compelled to pay a sales tax, or other tax, on the business of selling merchandise.

#### Finance Company Holds First Lien

*LEGAL EDITOR, DandW:* While I have read many of your opinions, I have not learned anything about this problem that I now have to decide. It is as follows:

Very recently we moved a lot of furniture for a lady. She paid part of the transportation bill and put the goods in storage in our warehouse. A few days later, a finance company phoned us and said it had a mortgage on the goods. Now, we have not been able to collect the balance of the cartage bill, nor any of the storage charges. Since the finance company did not write to us, can we sell the goods without any interference on their part? Did you publish a book on this law?—Broadway Movers.

*Answer:* Taking it for granted that during a trial, all of the information given in your inquiry will be forthcoming, I can say that the law is well established that you cannot sell the goods, without incurring liability for conversion. This is so, because a warehouseman who knows when he accepts goods for storage that same are mortgaged, automatically forfeits his right to a first lien. On the other hand, let us assume that the mortgage, or conditional contract of sale, was not properly recorded. Then you will be entitled to recover the balance of the cartage bill plus the storage charges up to the time that you received information that the goods were mortgaged. But if the mortgage was properly recorded, then the finance company's lien is prior to your lien for all charges, including the cartage charges.

The important point to be remembered, when considering law on this subject, is: If a warehouseman knows, or has information that the goods are mortgaged, or if the mortgage is recorded and he does not know of it, then the lien of the holder of the mortgage is prior to the warehouseman's lien. This is true because recording a chattel mortgage is for the purpose of notifying all persons that the lien exists. Therefore, when a warehouseman has received information that goods are mortgaged, the result, legally, is the same as when the mortgage is recorded and the warehouseman receives no information of the mortgage or its being recorded. In one case the holder of the mortgage records it as a precaution and a broad notification that he has a lien on the goods. In the other case, the holder of the mortgage personally notifies you, and others, that he holds a mortgage on the goods. Legally, the result is the same, as far as you are concerned, because in one case you have a legal notification through the recorder's office, and in the other case you have a personal notification.

Since, you are not thoroughly familiar with the law on this subject, I am taking great effort to explain to you the exact reasons why the courts, and the State Legislatures,

have adopted present rules of law. The important point is: Did the one who claims the first lien *know* that the other had a first lien? In other words, if the holder of the "actually a second lien" knew when he took the goods for storage that there was a first lien, then this is sufficient to establish in the minds of the court that the first lienor still remains and holds the first lien. The purpose of laws requiring recording of mortgages is not in the interest of persons who *know* that there is another first lienor, but in order to give all those who hold a second lien an opportunity to discover that there is a first lien, although the holder of the second lien believes that he is the holder of the first lien.

Therefore, from the time that you received a telephone call informing you that there was a first lienor, then from this time, legally, you were the holder of a second lien.

Actually, although I have maintained a complete record of all higher court cases involving warehousemen during the past 15 yrs., I have not, as yet, prepared a book of this law.

#### A Second Notice Necessary

*LEGAL EDITOR, DandW:* We decided to sell a lot of stored goods to recover the overdue storage charges. We advertised the intended sale, according to the state laws, and also sent a registered letter to the owner. However, this letter was returned marked "not home during delivery hours." What is our legal status. Can we sell the goods without fear of being sued for conversion?—Federal Warehouse.

*Answer:* According to several late and leading higher court cases, a warehouseman performs his legal obligations when he mails a registered letter to the last known address of the owner of the goods. This is so, although the letter is returned marked "address unknown."

However, your case presents a slightly, although possibly an important, different situation. You mailed the letter, but it was not returned because the address of the owner of the goods was unknown, but because he was not at home during the hours when the mail was delivered. According to standards, the post delivery-man should have left at this address a notification of the undelivered registered letter. Then, under these circumstances, it seems that your legal status would be the same as if the letter were returned marked "address unknown." However, in order that you may be perfectly safe



in this matter, I advise that you send another registered letter, SPECIAL DELIVERY, timed to arrive during the hours the owner is at home. In this manner you will avoid the possible necessity of legal controversy. The important consideration of the law is to not only properly advertise the intended sale, but also to give the owner other notification in event he does not observe the advertisements. Therefore, it is wise and appropriate that you send this owner the above mentioned notification in order that he shall have ample opportunity to pay your charges before necessity of the sale arises.

### Elapsed Time Between 2nd Advertising of Sale

**LEGAL EDITOR, DandW:** A number of years ago, Oregon passed the "Uniform Warehouse Receipts Act," and the question has now arisen that should an owner of household goods have stored goods with a warehouseman and later be more or less in arrears for storage and other accrued charges and should then make a small payment, and if the same was accepted, how long would the warehouseman have to wait before again starting the procedure to sell?

We might further state that the Warehouse Receipts Act does not set forth any specified time goods should be in the warehouse or any period of time between payment and the first steps preparatory to sale.—C. M. Olsen Transfer & Storage Co.

**Answer:** Various higher courts have held that it is universal law that when legal proceedings are started to collect a debt and the creditor accepts part, or any payment, all legal proceedings must be started anew.

In other words, acceptance of any payment is exactly the same, legally, as making a written contract with the debtor that all liabilities on all past due and delinquent payments are waived.

Therefore, it is my opinion that acceptance of any payment, irrespective of the amount, by a warehouseman on a delinquent storage account results, legally, in this account being from a legal status the same as delinquent accounts on which no notification of intended sale has been sent to the customer or advertised, in strict accordance with the state statutes, in publications. Therefore, in order that you will assume no liabilities, you should wait the same length of time to advertise the sale the second time as you would wait on other accounts not previously advertised.

## This Month's Important Higher Court Decisions

### Unusual Flood

**C**ONSIDERABLE discussion has arisen from time to time as to when, and under what circumstances, a warehouseman may be relieved from liability for loss of or injury to stored goods caused by flood waters.

It is important to know that the law now is well settled that a warehouseman is not negligent in failing to remove stored goods during the early stages of a flood, where no danger may reasonably be anticipated. However, if warning and notice are given of its approach and the warehouseman has ample time and opportunity to save the goods by using "ordinary care," then he is liable for their loss or damage.

In other words, a warehouseman is not ordinarily responsible for loss resulting from an act of God. However, this plea will not benefit him where he is warned of the approaching calamity and fails to use "ordinary care" to protect the goods or to remove them to a place of safety. Ordinary care in such instances means, from a legal standpoint, that degree of care which men of ordinary prudence would exercise in caring for their own property under similar circumstances. Also, it is that degree of care which it may reasonably be expected that faithful and experienced warehousemen are accustomed to exercise with regard to similar goods in the performance of their duties under like circumstances. Therefore, in the early stages of a flood where it may be reasonably anticipated no danger will occur, it is not negligence on the part of the warehouseman in failing to remove the goods from the dangerous location. And particularly, it is held that a warehouseman exercises "ordinary care" and, therefore, is not liable for loss if the issued reports of the United States Weather Bureau are erroneous.

For instance, in *Merchants Ice and Cold Storage Co. v. United Produce Co.*, 131 S. W. (2d) 469, Kentucky, it was disclosed that a patron in December, 1936, stored 760 bags of seed potatoes with a warehouseman who operates a modern cold storage plant of ten stories equipped with three electric freight elevators located in Louisville, Ky. The warehouseman charged 10 cents per 100 lb. for storing these potatoes and the receipts issued by it to the patron contained this provision, "all loss or damage to goods or property occasioned by \* \* \* providential cause, at owner's risk." The potatoes in question were stored in a

suitable room in the warehouse basement and they were destroyed by the unprecedented flood in Louisville in January, 1937.

The patron filed suit against the warehouseman to recover the value of the potatoes, amounting to \$2,494, and alleged that the loss of the potatoes was due solely to the careless and negligent manner in which the warehouseman stored and cared for them.

During the trial, testimony was presented which proved the following uncontradicted facts: The Ohio River must rise between 43 and 44 ft. before water will enter the warehouse basement in which the potatoes were stored. Since records have been kept, the Ohio River reached a flood stage of 44 ft. only on three occasions prior to the time it broke all records by rising to a height of 57.1 ft. in January, 1937. In 1883 it reached a stage of 44.8 ft.; in 1884, 46.7 ft.; and in 1913, 44.9 ft. On Jan. 20, 1937, the gage showed a stage of 35.9 ft. and on the evening of that day the United States Weather Bureau at Louisville gave out this bulletin which appeared in the newspapers on the following morning, Thursday, the 21st: "From present indications, a crest of 38 to 39 ft. may be expected at Louisville, Saturday. However, it is raining throughout the upper valley, and if this rain becomes heavy during the next 24 hrs., this estimate will be exceeded. The ultimate crest will depend upon the amount of rain. If the rainfall (during the next 24 hrs.) should be as heavy as it was Sunday and Monday, there is a probability of 42 ft. upper gage at Louisville early next week."

However, actually the river rose to 57.1 ft., or over 15 ft. higher than was anticipated by the United States Weather Bureau. This testimony was important for the warehouseman, because it proved that the high flood stage was not ordinary and, therefore, this evidence tended to prove that the potatoes had not been destroyed as a result of negligence on the part of the warehouseman. Moreover, the warehouseman had something like 1,000,000 lb. of goods stored in this basement and around 7:30 a. m. Thursday, Jan. 21, he started removing these goods to the upper floors of the warehouse with its regular crew of seven men. Later, the crew was increased to thirteen, and more men were added during the day until from forty-five to fifty-five men were at work, the maximum number who could work expeditiously at removing the goods from the basement.

In view of this testimony the higher court reversed the lower court, which held the warehouse-

man liable for the loss of the potatoes, and said:

"The evidence shows if defendant (warehouseman) used that degree of care exercised by ordinarily careful and prudent persons under the same conditions, the court should have instructed the jury to find for the defendant. While the question of negligence is usually one for the jury, yet where there is not contrariety in the facts and but one reasonable conclusion can be drawn therefrom by ordinarily intelligent men, the question of negligence is one for the court and not for the jury. This rule is peculiarly applicable to a case of bailment."

### When Bailee Gives Title

IT is well established law that a seller or bailee, as a warehouseman, can convey no greater right or title than he has. It does not interfere with the well-established principle that where the true owner holds out another, or allows him to appear, as the owner of, or as having full power of disposition over the property, and innocent third parties are thus led into dealing with such apparent owner, they will be protected.

In other words, although a possessor of merchandise is not the true owner, yet if the owner does any act or makes any statement by which a purchaser is led to believe that the possessor is the true owner, then the purchaser may re-

tain legal title to the goods. Otherwise, the purchaser obtains no title.

For illustration, in *DuPont v. Lair*, 8. Atl. (2d) 162, Delaware, the court said:

"The mere possession of chattels or other personal property, whether as a mere depository, pledgee or other bailee, without any other evidence of title, or authority to sell, will not enable the possessor, by a sale of it, to give a good title to such property."

Of course, this rule of law is not applicable when, under authority of state laws, a warehouseman sells goods to recover storage charges.

### Law of Liens

A LIEN is not an interest in a thing but only a right of detainer as security for payment of a debt. Also, all secret liens upon chattels are an obstruction and a menace to trade, and as such are against the policies of the law. They attempt to contradict and to destroy the universally accepted and natural, as well as legal, badge of ownership of chattels, which lies in possession. The law is most jealous in its protection of the innocent purchaser of a chattel for value without notice, who has relied upon possession as the badge of ownership.

any operation. Improvements are being made constantly by the manufacturers in the design of their equipment to give it greater operating capacity, either in loads to be carried or in time of operation. It is a question of taking the existing knowledge available and using it in order to obtain the best possible installation.

So far, no one particular type of equipment has been built which will handle all types of materials under all conditions. It is therefore essential for executives to keep in touch with this important subject of materials handling and to be informed regarding what equipment is available. Thus when they decide to make an installation, they can give consideration to the proper pieces of equipment.

It has recently been stated by certain industrial executives that there is little that can be done to further reduce their manufacturing costs in the way of processing equipment. They do, on the other hand, recognize the fact that there are many things that can be done to reduce their manufacturing costs, by better handling methods.

### Plaza Express, Memphis, Has New Terminal

The Plaza Express Co., Inc., Memphis, Tenn., has completed a new brick, concrete and steel terminal at 147 Winchester St., in

Therefore, if a seller holds a conditional contract of sale, or a chattel mortgage, on goods stored in a warehouse, the legal rights of the warehouseman are not affected, providing the contract or mortgage was not properly recorded and the warehouseman had no knowledge of its existence. In other words, if the warehouseman had knowledge of the contract or mortgage, his lien is secondary, exactly as if the contract or mortgage was properly recorded, and the warehouseman had no knowledge of it. In the first instance, the law implies knowledge on the part of the warehouseman, and in the second instance the warehouseman's knowledge is an actual fact. There is no legal difference. The warehouseman holds a secondary lien.

On the other hand, if the existence of the contract or mortgage is not known to the warehouseman, and it is not recorded, then the lien is a secret lien, and the warehouseman's lien is prior.

In *Bell v. Dennis*, 93 Pac. (2d) 1003, New Mexico, the higher court said:

"The policy of the law is against upholding secret liens and charges to the injury of innocent purchasers and encumbrances for value."

the old section of North Memphis, representing an investment of \$17,000. The new structure has separate platforms for city pick-up and delivery trucks and for regular road equipment. Active since 1916, the company is one of the oldest motor truck lines in the Valley, and furnishes through service North. L. O. Williams is manager. Company headquarters are in St. Louis.—*Griessam*.

### Motor Freight Helps Salesmen

Shippers in Louisville, Ky., and vicinity are getting a faster service than previously available since the Yellow Transit Co. freight service to the West and Southwest has been speeded, Irvin L. Glass, Jr., terminal manager states.

"For example," says Mr. Glass, "a salesman for a large Louisville manufacturer wired our plant on a Friday morning to rush samples to Amarillo, Texas, so that he could close an important sale in that city."

"This manufacturer delivered the samples to us at 4.30 p. m. The shipment left Louisville Friday night, arrived at Amarillo at 6.45 a. m. Monday. Since their salesmen do not work on Saturday, the goods were received at the start of the business day following receipt of his request by the home office.—*Morris*.

### Equipment for Diversified Handling

(Concluded from page 14)

long boom and a special grab for handling baled paper. A crawler type crane for use out in the yard and on soft ground is shown in Fig. 12. In this particular illustration, the crane is handling poles, but this same type of crane can handle flat lumber, miscellaneous cargo, scrap iron, and practically any other product, providing the proper accessories are placed beneath the hook for supporting the load.

On long hauls, over diversified lines of travel, the tractor-trailer train has many advantages. In this type of equipment there are available gas, electric, combination gas-electric powered units and a wide variety of trailers, from the simple caster type through to special bodies and special types of trailers for particular handling operations.

The question as to what type of tractors or trailers to use depends largely upon the road conditions, operations to be performed, and many other factors. In this regard, studies must be made in order to arrive at a proper selection of equipment for a given installation.

Materials handling equipment, as stated at the beginning of this article, is available for practically

# Motor TRANSPORTATION

## Used a Different Highway—Not Guilty

A criminal information charging that Consolidated Freightways, Inc., Portland, Ore., had violated the law when it used a different highway between Marmarth, N. D., and Miles City, Mont., than the one authorized in its "grandfather" certificate, has been dismissed by Judge Andrew Miller of the United States District Court of North Dakota.

Dismissal of the case followed Consolidated's demurrer and motion to quash on the ground that its deviation from the authorized highway was not a criminal offense under the Motor Carrier Act. This demurrer was sustained and the case ordered dismissed.

Although Judge Miller agreed that Consolidated's use of the unauthorized highway was not a crime, his decision had no effect on the I.C.C.'s power to limit motor carriers to specific highways, a power that was challenged by Consolidated at the time of hearings on its "grandfather" application.

Consolidated had contended that "routes" and "highways" were not synonymous under the Act. It urged that "route" means a series of shipping points, at which, to which, or from which, shipments are made or received, and that various highways were merely the means of getting to these points.

In dismissing the criminal information against the company, Judge Miller sustained the carrier's argument that the Act is ambiguous, and a criminal prosecution cannot be brought until the question has been clarified by the courts.

## New Cleveland Terminal

The Bender & Loudon Motor Freight Co., Inc., will build a freight terminal at 2413 Orange Ave., Cleveland. The structure will be of brick and concrete, two stories high.—*Fiske*.

## Trucks Replace Interurban Cars

Motor trucks on Nov. 1 replaced interurban cars for freight service on the entire line between Indianapolis and Louisville, formerly operated by the Indiana Railroad. On that date the electric

line service was discontinued on the 55-mile line between Seymour and Louisville. Passenger service continues between Indianapolis and Seymour on new schedules. The Indiana Railroad had operated the interurban line under lease from the Public Service Co. of Indiana since 1934.—*Kline*.

## Expands Operating Rights

The I.C.C. recently authorized the purchase by Motor Express, Inc., Indianapolis, of certain operating rights of the Cleveland, Columbus & Cincinnati Highways, Inc., Cleveland.—*Kline*.

## Butane Replaces Gasoline in 40 Riss Trucks

Riss & Co., Kansas City, Mo., have added forty tractors (Fords, Chevrolets, G.M.C.'s and a Dart), which have been converted to use Butane rather than gasoline as fuel. This is said to be the first large scale use of the gas in commercial fleet operation. The new trucks are operating between Kansas City and Chicago, and between Kansas City and St. Louis.

Claimed for butane as an operating fuel are: saving in fuel costs (from 1½ to 2½ cents less per gallon than the average good grade of gasoline); at least double oil life; at least half of engine maintenance costs; additional power (it delivers from 5 to 10 per cent more mileage); at least 10 deg. F. cooler operating temperatures; longer life of engine; no carbon monoxide exhaust fumes; no carbon deposits on valves, pistons, piston rings; no oil sludging; no gum deposit on valve stems or scale on valve stems.

It is estimated that whereas, using gasoline, engines have generally been rebuilt at from 40,000 to 50,000 miles; with butane they should go 90,000 before rebuilding.

Butane is a liquefied gas that is cold, non-poisonous and non-inflammable under ordinary usage. It is kept under great pressure in supply tanks, and when it is released into air, it evaporates immediately. It requires no mixture with air in carburetion before entering the engine. It is fired in the cylinders with the coldest type of spark plug.

Riss & Co. has provided special pump equipment for filling the sup-

ply tanks on trucks and tractors at both Chicago and Kansas City. Weight of butane is 4.73 lbs. per gallon, compared with 6.15 for gasoline. The company spent \$20,000 for special equipment alone for handling the new fuel.—*Force*.

## Ohio-Calif. License Plate Trouble

Failure of the states of Ohio and California to recognize truck license plates issued by each other resulted recently in the arrest of sixteen drivers of trucks consigned to a South Gate, Cal., dairy firm on a charge of operating without proper license plates. The drivers of eight other trucks were held at Maumee, Ohio, on a similar charge. Officials of the Ohio Bureau of Motor Vehicles predicted the arrests may bring about a settlement of the dispute between the two states.—*Kline*.

## T.S.C. of New Orleans Absorbs Merchants

The T.S.C. Motor Freight Lines has taken over the territory formerly operated by the Merchants Fast Freight Line of Monroe, La.

Fleet operations of T.S.C. will increase about 50 per cent, according to Irby J. Richard, manager of the New Orleans division with headquarters at 444 Joseph St., New Orleans. The operations of T.S.C. will mean the handling of twenty pieces of equipment out of New Orleans daily, increasing the employment to approximately 50 persons.

This is the third extension in operations by T.S.C. and the expansion makes the company the largest in the South. The company, in business since 1933, originally operated only in territory between Houston, its then headquarters, and New Orleans. The territory first acquired included Alexandria, Monroe, Bastrop, Tallulah, Ruston, Minden and Shreveport.—*Leigh*.

## Liberty Terminal In N. J.

A motor freight terminal is being constructed in Secaucus, N. J., for the Liberty Motor Freight Lines, New York. The new terminal, it was announced, will cover 2 acres of Paterson Plankroad, near Huber Street. It



will have a one-story brick office building with a frontage of 75 ft. and there will be a concrete loading platform 120 by 50 ft. The Liberty concern operates a fleet of trucks between Boston and St. Louis, employing about 150 persons, including 100 drivers.—*Jones.*

### When a Company Is Not Liable For Injuries

A company is not liable for injuries resulting from an accident while an employee is driving to and from work in his own automobile, according to a recent ruling handed down by the Oklahoma State Supreme Court.

The court reversed an \$800 damage judgment against the Blackwell Cheese Co., Blackwell, Okla., won by Maggie Pedigo in Noble County District Court. She was injured in a collision involving a truck driven by a milk route operator.—*Van Horn.*

### I.C.C. Log Book Supplied by Fruehauf

As a service to truck and trailer operators engaged in interstate hauling, the Fruehauf Trailer Co. is supplying the daily log book required by the Interstate Commerce Commission at cost. These log books, which are a part of every interstate truck driver's equipment, have been purchased by the Fruehauf company in sufficiently large quantities to enable it to sell the books to the operator at 5 cents each. This represents a saving of several cents on each book to average purchasers.

The log books are available through any Fruehauf branch or distributor. This service is proving so popular that the original print order had to be increased before the run was completed.

### American Terminal Expands Operations in Chicago

Organization of Century System, Inc., an over-the-road carrier, by the interests which have built and control American Terminal Co., is considered a development of major importance in Chicago trucking circles. It definitely marks the entry of a powerful financial group, which has built and developed this large truck terminal into the highway freight field.

This new company has been authorized by the Interstate Commerce Commission to lease the common carrier operating rights and property of Ajax Motor Service, Inc. for a period of 180 days. The order of the I.C.C. is for temporary operation of the properties. Lawrence S. Newmark of Chicago

is the receiver of the Ajax corporation.

The I.C.C. in granting this authority, declared "failure to grant such temporary approval may result in destruction of or injury to said motor carrier properties, or interfere substantially with their future usefulness in the performance of adequate and continuous service to the public."

Operating rights involved in this transaction include routes over the highways from Chicago to Indianapolis, Ind.; Cincinnati, Springfield and Middletown, Ohio; Richmond, Ind., and to Dayton, Ohio, and intermediate points.

Century System, Inc., is beginning its operations by purchasing all new equipment. These purchases include 20 new Highway trailers and a sizable order of International tractors. The new organization will occupy the space in the American Terminal building formerly leased by the Indianapolis Forwarding Co. The new company will occupy 6 doors of space in the terminal.

The officers of the new over-the-road corporation are all officers and owners of stock in the terminal.

Successive steps in the entry of this group into the motor transportation field are: building of American Terminal Co., organization of Atco Service Co. for pickup and delivery service, new addition to the terminal for housing additional motor carriers and, now, entry into over-the-road motor freight field.

### Okla. Regulations for For-Hire Motor Carriers

In response to many inquiries, the Motor Carrier Division of the Corporation Commission of Oklahoma recently issued a statement clarifying the Commission's regulations of for-hire motor carriers.

Copies were sent to all shippers and receivers in Oklahoma with a letter stating the document was prepared for the purpose of "advising the shipping and receiving public," and in an effort to "effect a sound transportation system in Oklahoma; to see that Class 'A' and Class 'B' carriers stay within the authority granted them by the Corporation Commission; and to see that shippers and receivers use only the facilities for which the carriers are authorized."

The statement is as follows:

"The Motor Carrier statute of Oklahoma provides for two classes of 'for-hire' carriers: Class 'A' and Class 'B', and each must secure authority and receive a certificate number (Class A) or permit number (Class B) before legally operating.

"Class 'A' carriers operating over regular routes and between fixed points and transport 'commodities generally.'

"Class 'B' carriers may operate at will, having no particular fixed points, but as between two points served by 'A' carriers may also transport 'excepted commodities' such as (1) livestock, (2) farm products, (3) coal, (4) sand and gravel, (5) building material and supplies to locations only, (6) rough lumber, (7) used household furniture, (8) office furniture in use, (9) removal of entire stock of goods, wares and merchandise, fixtures and equipment of an established business, (10) petroleum and petroleum products in bulk only, (11) oil field equipment and supplies, (12) contents of carload shipments whether distributed to one or more consignees, (13) any commodities which such class 'B' carrier may have held in storage in a warehouse owned or controlled by such carrier, for, at least, 5 days prior to the beginning of such transportation, and (14) such other commodities as may require special equipment not supplied by the Class 'A' carriers. In some instances the Class 'B' carrier may be restricted to one or several of the above."—*Van Horn.*

### Return Load Bureau in Columbus

The A. & M. Return Load Bureau of Norwood, near Cincinnati, has opened a branch office in Columbus, Ohio, under direction of J. C. Gaither, manager of the Home Storage and Van Co. The Home Storage and Van Co., formerly the National Transfer and Storage Co., is also local agent for the Empire Freight Forwarding Co., Chicago.—*Kline.*

### Tire Rate by Rails Protested

The I.C.C. has been asked by a group of motor carrier associations to conduct a general investigation of freight rates on rubber tires and allied products in territory east of the Rocky Mountains. The complaint is based on the fact that railroads in the South and Southwest have made or proposed substantial rate reductions on tires and related goods to meet alleged threat of motor carrier competition.

The association urged that the Commission prescribe a reasonable level of rates on the products after conducting its investigation. Any downward revision of rail rates, they said, will cause corresponding readjustments in the rates of competing motor carriers, if they wish to retain their fair share of the traffic.



### Keeshin Places Order for 200 Trailers

J. L. Keeshin, as a result of increased volume of business for the Keeshin and Seaboard transportation operations, has just ordered 200 Fruehauf trailers. One hundred of these will be refrigerator units. All of the trailers are of the new hi-tensile alloy steel construction, making for increased payloads.

### Milwaukee to Limit Trailer Loads

A new ordinance, expected to be adopted shortly by the Milwaukee, Wis. common council, will limit a combined load of not more than 24,000 lbs. on 4-wheel trailers, and 36,000 lbs. on trailers having six-wheels or more, unless, due to unusual conditions, a permit is granted.

Pneumatic tires are required when heavy machinery is to be hauled. Solid tires are permitted on equipment owned before the ordinance becomes effective. However, solid tire vehicles are limited to a combined load on each axle of 19,000 lbs., or 9,500 on each wheel.

Loads in excess of 36,000 lbs. cannot be moved until a bond or insurance certificate up to \$15,000, or, in lieu of same, a deposit of \$1,000, has been deposited to insure payment for road damage, if such occurs.—Hubel.

### Wis. Trucks Face Arrest in Other States

It seems probable that Wisconsin trucks entering Indiana and Michigan without licenses from those states will be stopped by the police there. This is a retaliatory action, threatened for some time, unless Wisconsin passed a reciprocity agreement. Now that the legislature has adjourned without passing such legislation, the threatened truck war seems possible.—Hubel.

### Indiana-Kentucky Truck War Ends

The truck license war which has been in progress for over 10 yrs. has ended between Indiana and Kentucky. A reciprocity agreement has been signed, giving truckers from both states equal privileges in crossing the Ohio River without additional licenses.

Under the agreement, Indiana trucks carrying farm products or livestock are permitted to travel anywhere in Kentucky without payment of license fees of that state. Also private trucks carrying the owners' own goods may travel free.

Freight trucks, on the other

hand, exclusive of those hauling farm products, are limited to 10 miles free travel in Kentucky.

Kentucky and Tennessee have also established a reciprocal agreement, wherein private trucks are free of license costs in either state. Contract or common carriers, engaged in intrastate operations, however, are not included in the reciprocity provisions. Motor vehicles engaged as common or contract carriers, and the business of such carriers, shall be subject to all taxes and fees not made reciprocal by the agreement, by the laws of either state in which operations are conducted.

### Harris Bros., Charlotte, N. C. New Building

Harris Bros. Transfer Co., Charlotte, N. C., recently opened its new building at 1435 North Tryon St. The new structure is practically fireproof, of brick and metal, with solid concrete floors. It covers 50 by 150 ft., with all modern equipment. In addition to loading and warehousing facilities, which allow for 12 trucks to be loaded at one time, the offices of the company are located therein. A garage has been erected on the property for servicing its 36 trucks.

In 1932 it opened a general freight line from the two Carolinas to New York. It has a staff of 82 persons. In addition to its home office and terminal in Charlotte, it maintains branch offices in New York; Chester, Pa.; New Brunswick and Newark, N. J., and Baltimore, Md.

The officers of the company are: Worth Harris, president; C. D. Harris, vice-president, and E. G. Cole, secretary-treasurer.—Grisam.

### Fruehauf Trailer Offers Prizes in Truck Driver Contest

Roy A. Fruehauf, vice-president and director of sales of the Fruehauf Trailer Co., Detroit, has announced a contest for truck drivers, with prizes totaling \$1,000 in cash. This amount will be paid for the best letters on the following subjects:

- 1—Why I like to pull a Fruehauf semi-trailer.
- 2—Improvements I would make in Fruehauf semi-trailers.
- 3—How Fruehauf nation-wide service facilities helped me.
- 4—Why I think every trailer should have differential dual wheels.

For each subject there will be a first prize of \$100, a second prize of \$50, third prize of \$25, fourth prize of \$15, fifth prize of \$10, and 10 prizes of \$5 each.

Commenting on the contest, Mr. Fruehauf stated: "The thousands of drivers who are on the road every day pulling Fruehauf trailers are an important part of our engineering department. We lean on the experience of these men for help in the designing of our product, realizing always that the drivers know trailers as no one else does. They have first-hand experience in their daily work."

### Conn. Motor Truck Assn. to Mobilize in Natl. Emergency

The Connecticut Motor Truck Assn. is prepared to mobilize 3,000 motor trucks in the event of a national emergency. These figures were reported to the convention of the American Trucking Assns. at Chicago, Oct. 23.

According to Miles Illingworth, secretary of the Conn. Assn., the motor truck industry in that state is prepared to mobilize immediately men, supplies and equipment in the service of the War Department.—Pratt.

### Truck Highway in Conn. Proposed

The Fairfield County (Conn.) Planning Assn., has approached town and city officials with proposals for the construction of a truck highway paralleling the N. Y. N. H. & H. R.R. All plans are tentative, and subject to the opinions and plans of state, town and city officials. At a recent meeting of the Association approval of the recommendation was voted.

The purpose of the parallel route near the railroad was to keep the noise of truck traffic, always objectionable, in the same area as that of railroad trains. A nominal toll for trucks would be acceptable to trucking and motor transportation companies, according to Donald S. Sammis, president of the Fairfield County Assn.

Legislative approval of the plan is required, and will be drawn up first in the form of a bill which will be presented to the next session of the General Assembly.—Pratt.

### Inter-State Motor to Build Terminal at Kalamazoo

Inter-State Motor Freight System will begin soon construction of a new motor freight terminal to house its operations, at East Michigan Ave. and Viaduct, Kalamazoo, Mich. The new building will be of mill type construction, one-story, with an office section at one end, of brick and concrete. It will be 125 by 36 ft., with 17 individual loading doors, 9 on one side, 4 on the other, and 4 at the end.

Kalamazoo was selected for the

terminal because of its position as an industrial and transportation center in Southern Michigan. The structure will not only serve as a terminal for traffic to and from Kalamazoo, but will also connect traffic both intrastate and interstate, rerouted to other cities in the state.

The system includes the Interstate Motor Freight System, Central Michigan Trucking, Inc., and Eastern Michigan Freight Lines. Routes of the system now extend through 19 states.

### Fruehauf Appeals to Public on Transport Question

Believing that the public in general is not entirely possessed of the true facts regarding the national transportation situation, the Fruehauf Trailer Co. has placed advertising in such newspapers as the *New York Times*, *Wall Street Journal*, *Christian Science Monitor*, and the *Chicago Tribune*, to explain with unmistakable facts how rigid regulation of motor transportation, if carried to the extremes sponsored by the railroads, would raise living costs through higher transportation costs.

"Transportation Costs You Money," is the title of the advertisement used, the first of a series to appear in these newspapers. The appeal to the public is based on the fact that "competition is good for all," and that it is about time that the railroads start thinking about "a square deal for the people," by adjusting rail operations to the needs of society.

### Wis. Denies Van Rate Increases

The larger trucking firms of Milwaukee recently appealed to the Wisconsin Public Service Commission for an increase in rates covering moving of household furniture and similar loads. The rates now in effect are \$2.75 an hour for a truck and driver, with an additional charge of \$1 per hour for each helper accompanying the truck. As there are usually two helpers per truck, the minimum rate has been \$4.75 per hour on a three-man moving job. These rates have been in effect in the Milwaukee area since 1934. The Commission decided on Oct. 25 that in its opinion the 1934 rates were fair and covered present requirements.

No maximum rates were set by the Commission. Thus the truck operators have leeway in the matter of charges for moving, the union-controlled trucking companies charging \$5.50 per hour for

driver and two helpers on a truck, while independents, in an effort to compete with the companies having union agreements, have been charging the minimum of \$4.75 per hour.

The reason given by the larger trucking companies for their rate increase request to the Commission was that it is necessary to put more men on each truck on some jobs since a new labor contract with the men went into effect.—Hubel.

### Aid to Ill. Truckers on Act Compliance

Plans to establish branch offices with trained personnel throughout the State to assist truckers in complying with the Illinois Truck Act have been announced by F. Lynden Smith, Director of the Department of Public Works and Buildings.

"While applications and other necessary forms were available on Nov. 1, and may be obtained from the offices of the Department in Springfield," Smith said, "truckers are urged to wait until branch offices have been established and manned by persons trained in the preparation of all forms required under this law.

"Although the law provides that truckers could make applications on Nov. 1, the deadline for compliance is March 1, 1940 and no rights so far as State operation is concerned will be lost if the truckers wait until these branch offices are opened. There they may obtain personal assistance in complying with this law. There will be no charge for this service and no filing fees of any kind required for compliance with this law.

"Every effort is being made to lighten the burden of compliance on the part of applicants by eliminating all red tape," said Smith. "The applications for certificates and permits are confined to essential information. An effort has been made to draft the questionnaires in plain, understandable language. However, we feel that a personal discussion of the provisions of the law and the operations of the trucker will be a great aid in helping the average truck owner to decide in which classification he belongs.

"As rapidly as it is possible to train men to render this service we will open branch offices in each of the thirteen Highway Police Districts of the State," Smith continued. "We will also arrange to have this service available in every county seat on certain days each week.

"Announcements will be made through the newspapers of the state when these branch offices are opened. A schedule of the days

when the county offices will be open will be announced through the local papers in the various counties.

"Both the trucking industry and the public as a whole will benefit from the provisions of the Illinois Truck Act. All truckers will be given an opportunity to make use of the public highways as long as they meet provisions of the law, which specify, among other things, proof of financial responsibility and mechanical safety of the trucks. Two classifications of official testing stations have been established. Since the Class A stations, which will be equipped to test vehicles of any size, may be limited in number, a B classification for lighter trucks has been set up. This second type of station, which will have equipment adequate for testing trucks up to and including 1½ tons rated capacity, will be widely distributed and easily accessible to a majority of truck owners."

### Kramer Bros., Detroit, Leases Harrison, N. J., Space

Premises at 201-239 Bergen St., Harrison, N. J., have been leased for an Eastern terminal by Kramer Bros. Freight Lines, Inc., Detroit, Mich.—Jones.

### Aero-Mayflower Agent in Everett, Wash.

Hogland Transfer Co. has been appointed Aero-Mayflower agent in Everett, Wash. The company recently inaugurated a service of four round trips daily between Seattle and Everett.—Littlejohn.

### Wis. "For Hire" Definition

Bill No. 855, A, which adds a new subsection to the Wisconsin statutes defining "For hire" trucking, became effective Oct. 23 with its official publication. The definition as contained in the new amendment is as follows:

"For hire" means for compensation, and includes compensation obtained by a motor carrier indirectly, by subtraction from the purchase price or addition to the selling price of property transported, where the purchase or sale thereof is not a bona fide purchase or sale. Any person who shall pretend to purchase property to be transported by him; or who shall purchase such property immediately prior to and sell the same immediately after the transportation thereof shall be presumed to be transporting such property for hire and not a bona fide purchaser or seller thereof, which presumption may be rebutted. Nothing herein contained shall be construed to include motor vehicle operations which are conducted merely as an incident to or in furtherance of any business or industrial activity. Nothing contained in this subsection shall affect the rights of persons regulated by the provisions of Chapter 129.—W.T.N.B.



## MERRY CHRISTMAS

THE  
GERSTENSLAGER CO.  
WOOSTER OHIO  
AMERICA'S VAN BODY BUILDERS

### WHERE TO BUY

#### BODIES (Van)

Gerstenslager Co., Wooster, Ohio.

#### CASTERS (Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.  
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.  
(See advertisement elsewhere in this issue.)

#### CONVEYORS

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

#### COVERS (Piano)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

#### LIGHT MEDIUM HEAVY



DEPENDABLE DARNELL CASTERS  
and E-Z ROLL WHEELS  
will pay for themselves many  
times over. Made in nearly  
4000 types for every indus-  
trial use. Investigate today.

DARNELL CORPORATION, LTD.  
BOX 4027, STATION B, LONG BEACH, CALIF.  
30 N. Clinton, Chicago ... 24 E. 22nd, New York



Save time and labor handling bags, boxes, crates, hampers, etc. "Portables" carry in either direction, are sturdily built for tough service. Four standard sizes all easily moved by one man. Write for demonstration.

Portable Machinery Division, A. B. FARQUHAR CO., LTD.  
2549 N. Kessler Ave. 502 Duke St., York, Pa. 500 Clifton Ave.  
CHICAGO, ILL. CLIFTON, N. J.



## Save money

with these quality business cards!

Saving need not mean cutting quality or limiting quantity.

With Wiggins Velotype, firms convey a favorable impression. It is the latest in raised printing, and scores of sales budgets are being cut.

SEND FOR SAMPLES

Compare your present business cards with VELOTYPE

### Wiggins VELOTYPE BUSINESS CARDS

A product of THE JOHN B. WIGGINS COMPANY

Established in 1857

1110 Fullerton Avenue, CHICAGO



## IRON HORSE

**Diagonal Square Stitch Adds Strength!**

Furniture Pads

• Longer Wear — Greater Strength...at NO EXTRA COST.

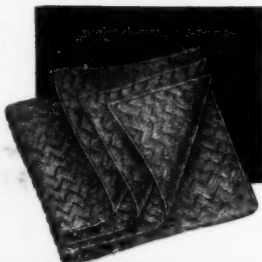
• Cut sizes—36 x 72, 54 x 72, 72 x 72, 80 x 72.

VAN LININGS  
GRAND COVERS  
TIE TAPE

Write for Samples!  
CANVAS SPECIALTY CO., Inc.  
90 Grand Street, New York City  
Phone: Canal 6-5558  
"Twenty-three years of Honest Service"

## DON'T TAKE CHANCES!

Use Pioneer Pads for safe, certain delivery—for freedom from damage—and consequent greater profit on every load you haul. Pioneer Pads are made of new cotton and jute—covered with heavy cotton drill and zig zag stitched to prevent slipping and packing. Available for all types of vans and pieces of furniture. Write for complete Pioneer Pads price list today!



### PIONEER PADS

LOUISVILLE BEDDING CO. INCORPORATED LOUISVILLE, KY.

### DOLLIES

Hamilton Caster & Mfg. Co., Dept. D., Hamilton, Ohio.  
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

### ENGRAVING

The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.

### INSECTICIDES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

### MACHINES (Fur Cleaning)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

### NAPHTHALENE FLAKES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

### PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

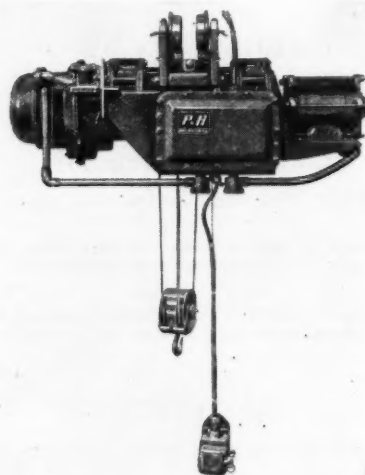
(See advertisement elsewhere in this issue.)

## NEW PRODUCTS

### Explosion-Proof Electrical Equipment For Hoists

THE manufacturer of the complete line of P&H electric hoists and P&H electric overhead traveling cranes, adds to its long line of P&H-developed electrical equipment for hoists and cranes by introducing P&H explosive-proof electrical equipment for hoists.

Because electrical hoists have always been known as sources of hazardous sparking, their use in certain types of plants has been rather restricted. It is to eliminate this possible objection, and to widen the field of hoist application that the company has developed explosion-proof electrical equipment.



P&H hoists, so equipped, have explosion-proof motors and explosion-proof reversing starters, together with geared upper and lower limit switches and push-button stations. All of this equipment bears the underwriter's approval for class 1, group "D" hazardous location. The wiring is in rigid conduit with explosion-proof fittings, and the electric brake is enclosed in a heavy cast iron cover which is bolted to the gear case cover. Further reducing the possibility of sparking, a flexible cable connection is used, together with spark-proof trolley wheels.

**PADS (Kersey)**

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.  
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

**PAPER (Moth Proofing)**

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

**PAPER (Tar)**

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

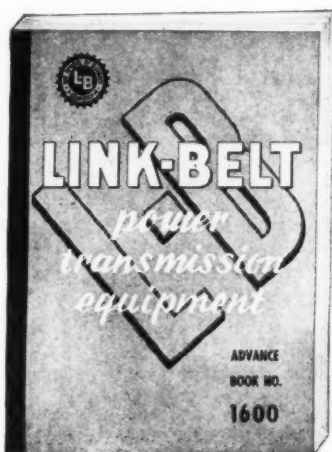
**PIANO DERRICKS AND TRUCKS**

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

In all types of plants, including oil refineries, chemical plants and paint mills, as well as in dusty portions of cement mills, grain mills, etc., this hoist, equipped with this type of explosion-proof equipment, will be of distinct value—both from the standpoint of reducing the hazard to life and property, as well as being a factor in reducing insurance premiums, etc. Further information regarding this hoist and its equipment may be obtained by writing the Harnischfeger Corp., 4400 W. National Ave., Milwaukee, Wis. *DandW.*

**Product Parade****New Link-Belt Power Transmission Book**

LINK-BELT has published a 272-page Book No. 1600, which it announces as a new handbook of modern power transmission units, containing complete design and application data, dimensions, weights, list prices, cross-indexed for the convenient use of design engineers and plant managers.



Included in the book are Link-Belt Shafer self-aligning ball and roller bearing units, newly designed for greater life; unmounted radial-thrust bearings; babbitted bearing units; take-ups; friction and jaw clutches, including the newly-acquired Twin Disc line; cast and cut tooth gearing; pulleys; safety collars; shafting; shaft couplings; drop hangers; welded steel base plates, etc.

A copy of this new book will be sent to any interested reader upon request, by addressing Link-Belt Co., Chicago, Philadelphia, or other office of the company. *DandW.*

**DREADNAUGHT FURNITURE PADS****EXTRA! EXTRA!**

Our Special Successful Offer Continued for December. You Can Still Buy Our Famous Cross Stitched Dreadnaught Furniture Pads at the Old Low Prices.

**BUY DREADNAUGHT PADS at these low prices and save.**

72x80 cut size @ \$21.00 Doz.  
72x72 cut size @ \$20.00 Doz.  
54x72 cut size @ \$16.50 Doz.  
36x72 cut size @ \$11.50 Doz.

**New Haven Quilt & Pad Co.**  
NEW HAVEN, CONN.

**HERE'S SURE  
MOTH  
PREVENTION**



A sure way to protect against moths without costly vaults. Use any tight space in your warehouse and liberal quantities of

**WHITE TAR NAPHTHALENE BALLS OR FLAKES**

Also Manufacturers of "White Tar" Pine Tar Paper in Continuous Rolls  
Write for Prices and Catalog No. 60 Today



**THE WHITE TAR COMPANY**  
OF NEW JERSEY, INC.

(a KOPPERS subsidiary)

Belleville Turnpike

Kearny, N. J.



**HAMILTON TRUCKS**



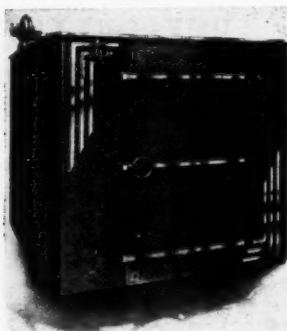
**CASTERS**

**WAREHOUSE TRUCKS**  
LIFT TRUCK SYSTEMS — TRAILERS, TRUCKS, DOLLIES  
Wanted MANUFACTURERS' AGENTS, SOME ATTRACTIVE TERRITORIES OPEN. WRITE FOR PROPOSITION.

**HAMILTON CASTER & MFG. CO., Dept. D, Hamilton, Ohio**

**WHEELS**  
Industrial Casters  
Swivel or Rigid  
Single or Double Wheel

**FOR  
STORAGE  
PROFITS  
... Look  
at Furs!**



The large profits in fur and garment storage are recognized by men in other lines. They are going after the business with modern methods and equipment. You can do the same.



**RELIABLE  
Fur Storage Equipment**

provides everything you need . . . Malium Gas or Cold Storage System, modern vaults, de-mothing chambers, automatic de-humidification, fur and garment hanging equipment, rug storage racks, etc.

Write for Details about our  
Free Planning Assistance

**RELIABLE MACHINE WORKS, INC.**  
130 WEST 29th STREET NEW YORK CITY

Headquarters for furriers' equipment since 1913

**PLATFORMS (Lift Truck)**

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.  
(See advertisement elsewhere in this issue.)

**RACKS (Storage)**

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

**TRAILERS (Motor Truck)**

Fruehauf Trailer Co., 10036 Harper Ave., Detroit, Mich.  
(See advertisement elsewhere in this issue.)

**TRUCK BODIES (Refrigerated)**

Fruehauf Trailer Co., 10036 Harper Ave., Detroit, Mich.  
(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.  
(See advertisement elsewhere in this issue.)

**TRUCKS (Cabinets & Ranges)**

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

**TRUCKS, HAND (Cartons & Cases)**

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

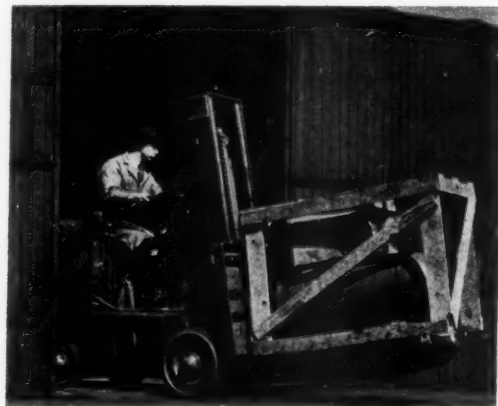
Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)  
(See advertisement elsewhere in this issue.)

**New Towmotor Carloader**

THE Towmotor Co., manufacturer of industrial tractors and lift-trucks since 1918, announces a shorter, straight gas-powered hydraulic lift-truck, with a 47-in. wheelbase for quicker maneuvering in railway freight cars.

The machine is a center-control type, with 2-wheel drive at load-carrying end. It has a 2-wheel steer at the rear for making short pivot turns on either driving wheel. Its speed of travel is controllable from 1/2 to 8 m.p.h., both forward and reverse, with 2 speeds forward and 2 speeds in reverse. The maximum and minimum speeds of lift are 40 and 60 ft. per minute.



The truck is designed with 150 sq. in. of braking service. The frame construction is all welded, box type and formed from extra heavy steel plate. Motor is fully mounted on rubber. Motor and transmission assembly is flexible and connected to drive axle by propeller shaft with two universal joints. The oil pump for the hydraulic lift is connected to the motor by constant drive to avoid clutching. Lifting capacity up to 4,000 lbs. per load. Designed primarily for faster freight car loading and highway truck loading.

Manufactured by the Towmotor Co., 1244 E. 152nd St., Cleveland, Ohio. DandW.

**Padded Wind-Breaker Vests**

THIS product was designed and is being manufactured by Simon Tasch of the Canvas Specialty Co., Inc., 90 Grand St., New York City. Being one of the largest van-pad manufacturers in the United States, it fits, with a change of material, into the pad production plan of the company.

The vest was made primarily for van drivers and helpers who require warmth but need the free use of their arms. The ordinary winter reefer is too cumbersome when arm movements must be free.

Van drivers and helpers can spread its utility to other warehouse and outdoor workers, with the result that it has been accepted as a winter utility and protector to all operators of motor trucks.

The vest is made of wear-resisting fabric, and is cold-resisting flannel lined. It comes in two styles—the snap and the zipper. DandW.





Pianos, Refrigerators and all kind of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

**SELF-LIFTING PIANO TRUCK CO.**  
FINDLAY, OHIO

### TRUCKS (Refrigerator)

Self-Lifting Piano Truck Co., Findlay, Ohio.

### VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

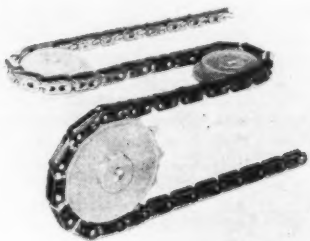
### WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.  
(See advertisement elsewhere in this issue.)

### Standard Four-Flex Cast Chain

A HIGH-CLASS steel chain, with all the qualities hitherto obtainable only in expensive alloys, is now available.

The links are made from mild steel bars treated with a special hardening process producing units of unusually long wearing qualities, and also having uniform tensile strength. The tough non-breaking qualities of mild steel are retained, but the wearing surfaces have a deep, hardened case to produce long life even under the severe operating conditions which are often imposed on this type of chain when it is dragged in a



metal track or curved around friction bands. The cast alloy connecting couplers are inside and protected by the hardened links.

The carrying surface is entirely closed to prevent nails or other irregularities of the commodities from catching. All edges of the chain are beveled or rounded for smooth performance.

Because it is flexible, durable, sanitary and simple in construction it is especially popular in dairies, breweries, ice cream plants, distilleries and canneries. Manufactured by Standard Conveyor Co., North St. Paul, Minn. DandW.

Don't  
Gamble

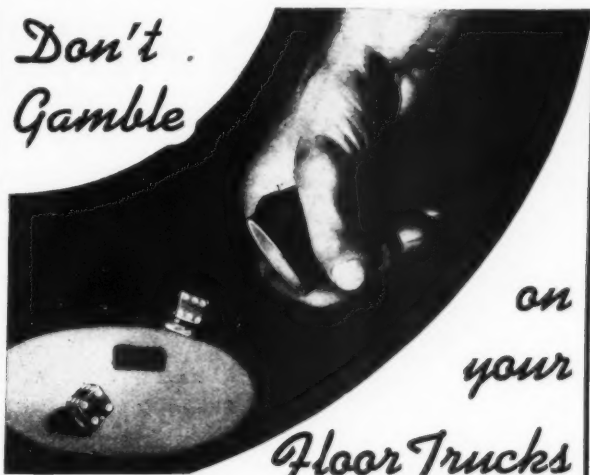


Fig. 769  
Pat. Applied for

## "HALLOWELL" STEEL TRUCKS

... the kind that are built to stand all the rough treatment your employees can give them and still be on the job ready for more.

Strength and durability are built into every member of this sturdy line of "Hallowells". Dropped-on or heavy loads can't splinter or split their steel platforms and welded construction insures a permanently rigid unit. Wheels are designed to run smoothly and easily under all loads.

From the many models and styles available there are sure to be those exactly suited to your needs ... so write for our bulletin and learn more about how "Hallowell" Trucks will pay for themselves in reduced maintenance costs alone.

### STANDARD PRESSED STEEL CO.

BRANCHES

BOSTON

DETROIT

INDIANAPOLIS

JENKINTOWN, PENNA.

Box 540

BRANCHES

CHICAGO

ST. LOUIS

SAN FRANCISCO

# What's New in Road Transport

## 19 Chassis for Special Bodies in Ford V-8 Line

Designed to meet the major requirements of the expanding special body field, nineteen chassis types are included in the 1940 line of Ford V-8 trucks and commercial cars.

They range in wheelbase from 101 in. to 194 in. and comprise the largest selection for special body installations ever offered in the history of the company.

All truck chassis provide standard cab-to-axle measurements and frame widths for mounting standardized bodies built by independent body manufacturers.

New in the line are the regular and cab-over-engine chassis of 158-in. wheelbases. The former provides a cab-to-axle dimension of 84 in. and the latter a cab-to-axle dimension of 117 in.

Three chassis types, chassis with cowl, chassis with windshield and chassis with cab, are available in each of the following: 134-in. and 158-in. regular wheelbases, 122-in. 1-ton and 122-in.  $\frac{3}{4}$ -ton wheelbase and the 112-in. commercial car chassis.

A chassis with cab type is available in the 101-in., 134-in. and 158-in. cab-over-engine wheelbases and a chassis-with-cowl type in the 194-in. wheelbase.

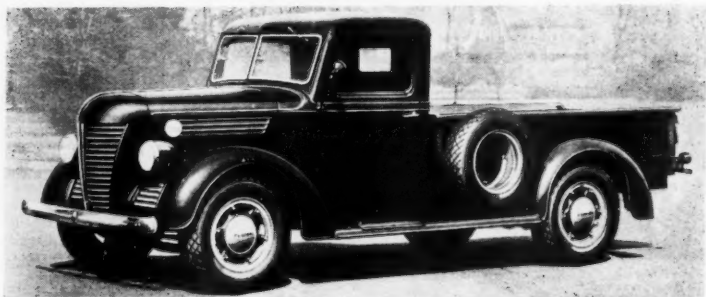
The 112-in. and 122-in. wheelbase chassis are available with either the 85 or 60 hp. engine and the larger trucks with either the 95 or 85 hp. engines.

## Federal's 1940 Line Covers Wide Range

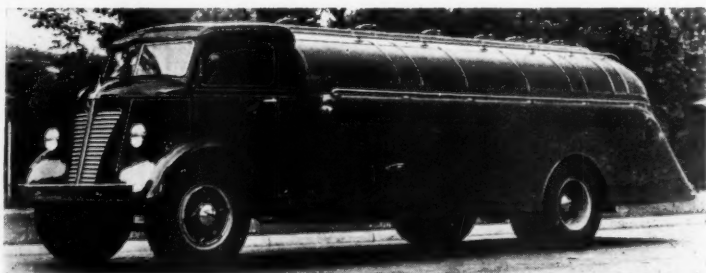
The Federal Motor Truck Co. enters 1940 with the broadest coverage of the truck market it has ever offered—a line comprising 39 models from the  $\frac{3}{4}$ -tonners up to the super-heavy duty trucks designed for the heaviest hauling.

In addition to a complete line of conventional models from  $\frac{3}{4}$  to 8-ton, there is also a group of cab-over-engine trucks from  $1\frac{1}{2}$  to  $5\frac{1}{2}$ -ton, a series of thirteen 6-wheelers with ratings from 2 to 8-ton and also several models built for specialized delivery service. Prices are from \$595 and up for standard chassis F.O.B. factory.

The  $\frac{3}{4}$ -ton Federals are offered in 4- and 6-cylinder models. Except for the difference in powerplants both chassis are identical in design and construction. Modern styling imparts a beautiful, distinguished appearance to these trucks. There are four wheelbase lengths—102, 111, 119, 128 in.



The  $\frac{3}{4}$ -ton Federal with deluxe cab and standard steel pick-up body. Other standard bodies for  $\frac{3}{4}$ -ton chassis are available.



Model 80 cab-over-engine Federal equipped with standard cab and streamlined tank body. There are 5 C.O.E. models, from  $1\frac{1}{2}$  to 6-tonners.

Axles are Timken, the rear being of the full-floating type. Other mechanical features include a 6-in. frame, 10-in. clutch, 3-speed synchro-mesh truck gearset, rubber-bushed spring eyes and shackles, extra large Lockheed hydraulic brakes, and cast steel spoke wheels.

Bodies to meet a wide range of delivery requirements are supplied for the  $\frac{3}{4}$ -ton chassis. Included are standard panel, pick-up and stake types. In addition there is a body especially designed for milk delivery and also a forward drive package delivery.

Conventional models from  $1\frac{1}{2}$  to  $5\frac{1}{2}$  tons in size and the cab-over-engine trucks within this capacity range are of the same general specifications, the only difference being in the front end construction. The conventional models in this group continue to feature the streamlined styling.

All conventional and cab-over-engine trucks are powered with Hercules 6-cylinder, 7-bearing truck engines which vary in size and power with each model. All models are equipped with 4-speed gearsets, except those with ratings of 3- to 5-ton and 3- to  $5\frac{1}{2}$ -ton which have 5-speed gearsets. Brake equipment includes vacuum boosters on all models carrying 2- to  $3\frac{1}{2}$ -ton ratings and over. Other features common to this entire group of models are deep fishbelly type frame, Timken front and Timken bevel-drive rear axles,

roller bearing universal joints, fore-shackled front springs, rubber-bushed spring eyes and shackles, cast steel wheels. Two-speed rear axles are optional.

The super heavy duty models, ranging from 6 to 8-ton capacity, have a massive front end design. The extra heavy radiator shell, grille and bumper, all of which are chrome-plated, emphasize strength.

There is a choice of seven wheelbase lengths, from 141 in. to 211 in. Models 62 and 65 are powered with a Continental 22RF 6-cylinder valve-in-head engine which develops 139 hp. Models 63 and 66 are equipped with a 6SRKF Waukesha 6-cylinder engine developing 133 hp.

Axles front and rear are Timken. Rear axles are of the double-reduction type, No. 76746W being used on models 62 and 63 and No. 79733W on the 65 and 66 models. All of these models have a Clark 326VO overdrive 5-speed gearset. Westinghouse air brakes are standard equipment. Additional features incorporated in the super-heavy duty models are 10  $\frac{3}{16}$ -in. deep pressed steel frame, 14-in. W. C. Lipe single-dry-plate clutch, roller bearing universal joints, radius rods, and a 50-gal. side-mounted gas tank with outside filler.

Six-wheelers include conventional and cab-over-engine types with single or tandem drive. Timken rear end units are employed on all of the 6-wheel models.

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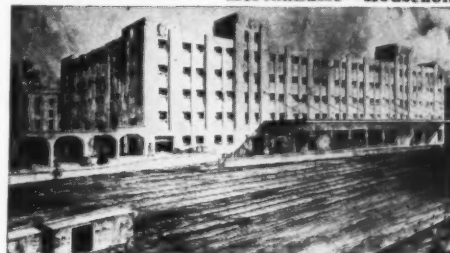
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Fireproof  
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LITTLE ROCK ARKANSASMember American Warehousemen's Association  
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Daily motor truck service to all parts of the city and Los Angeles Harbor.

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Operating in San Francisco, Oakland, Stockton and Sacramento.  
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**TRAFFIC MANAGERS SAY**

"Your magazine has not only become a clearing house for ideas, but has started the leaders of the transportation field to properly concentrate on this matter. Allow me to urge that you give it your continued support, for which support those now engaged in Traffic Work should be ever grateful."

### Wage Increases Wanted When Cost of Living Rises in Cal.

Attempts are being made, wherever new labor contracts are made affecting warehouse or waterfront employees, to have a clause inserted which would give these workers an automatic pay increase should prices rise as a result of United States participation in a war.

Such a clause appears in a contract just signed between the Notion and Toy Industry and the Warehousemen's Union. The clause is to the effect that in the event of the United States being drawn into a war, with subsequent rise in the cost of living by 10 per cent or more (using Department of Labor figures), the employer agrees to increase wages in proportion. In this same contract, warehousemen were also accorded a 7½-cent pay increase per hour. Labor unions here are preparing similar clauses to be inserted in all new contracts as they come up for signature.—Gidlow.

### Warehousing of Munitions on West Coast Rumored

While officially there is nothing to show that San Francisco distribution and warehousing facilities will be affected by the enactment of the new Neutrality legislation and the lifting of the arms embargo, there are some unofficial whispers that there may be. The whispers are, that the warehouses here may soon be busy with stocks of munitions, possibly billed as "pianos."

There are no facts to support these rumors at present, and in San Francisco there is only one firm engaged in the direct manufacture of arms—the Winchester organization. The warehouse business has been rather quiet since the subsiding of war-scare buying, which took considerable goods out of public warehouses. There has been no replacement of these stocks so far. Los Angeles, which has extensive plane manufacturing industries, and Seattle, which has the Boeing firm, both will benefit directly as a result of the new legislation.

One effect of the war will be to prevent shipment of California fresh fruits to Europe, thus sending large stocks of apples, for instance, into California warehouses. England normally buys a lot of California pears, but has not done so this season, so that the current harvest must be absorbed here. Many more pears are on the local market, stocks of them are moving into warehouses, and as soon as the apple harvest is completed warehouses get extra stocks of this fruit also.

No adverse effect on warehousing or the flow of goods is anticipated, since products may still be shipped on neutral ships or ships of belligerents and shipping will not be markedly affected, as 99 per cent of the lines are under foreign flags. Coastal shipping between San Francisco and Vancouver is permitted, although points in or near Eastern Canada are defined as combat areas (Labrador and Newfoundland, points entered by way of the St. Lawrence).—Gidlow.

### Pool Car Cost Study on West Coast

A joint committee, consisting of two representatives of the Los Angeles Warehousemen's Assn. and two of the Motor Truck Assn. of Southern California, has been making a study to arrive at cost data relative to the establishment of fair and adequate charges for the segregation and distribution of pool car merchandise. The data, when completed, was to be submitted to the State Railroad Commission for approval.

According to William C. Klebenow, assistant secretary of the Motor Truck association, some Los Angeles warehousemen have conducted, for convenience of their customers, a service in pool-car handling of merchan-

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**Complete Warehousing SERVICE**



General Merchandise  
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Office Accommodations  
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 PRIVATE SIDING—COMPLETE FACILITIES FOR MOVING  
 PACKING, AND STORING OF HOUSEHOLD EFFECTS—WARE-  
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 Motor Truck Service to all towns in Connecticut.  
 Low Insurance Rate. Prompt, Efficient Service.

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 good work up, and that our efforts will  
 bring about, along with the others, a real-  
 ization of such an Institute as is proposed."

dise. For the past 5 yrs. trucking companies, supported  
 by the Motor Truck association, have proposed a revi-  
 sion of pool-car distribution arrangements, looking to-  
 ward correction of the cost data and determination of  
 charges fair to either party. The transit industry  
 has been taking the stand that pool-car distribution  
 should bear its cost of operation. The warehouse in-  
 dustry, on the other hand, has adhered to the policy  
 that pool-car distribution is a by-product of warehou-  
 sing and that cost of performing the service should be  
 absorbed in warehousing costs.

The four-man committee appointed to prepare data  
 for submission to the Railroad Commission comprised  
 the following: William Fessenden, California Ware-  
 house Co., and C. H. Smith, of the Davies Warehouse  
 Co., representing the Los Angeles Warehousemen's  
 Assn.; and G. S. Marr, of Marr Freight Transit, and  
 O. C. Butler, of Pacific Warehouse and Transit Co.,  
 representing the Motor Truck Association.—Herr.

### 41½-Hr. Week at Los Angeles

In compliance with the Federal Wage and Hour Act,  
 which provides for a 42-hr. working week, the Los  
 Angeles Warehousemen's Assn. on Oct. 24 inaugurated  
 a 41½-hr. week for warehouse employees, exclusive of  
 truck drivers. The new schedule calls for 7½ hrs.  
 work daily from Mondays through to Fridays, from  
 8:30 a.m. to 12 noon, and from 1 to 5 p.m., with Satur-  
 day hours from 8 a.m. to 12 noon. The new ruling  
 affects some thirty mercantile warehouses in the Los  
 Angeles metropolitan area. At present, twenty-two out  
 of a possible thirty warehouses in the Los Angeles  
 district are members of the Los Angeles Warehouse-  
 men's Assn.—Herr.

### Cal. Traffic Institute Group Making Progress

The California State Council of the American Insti-  
 tute of Traffic Management at a recent executive meet-  
 ing in Los Angeles, accepted fourteen new members,  
 according to the membership chairman, H. W. Leiser,  
 traffic manager, Barker Bros. L. B. Hughes, assistant  
 general traffic manager of Montgomery Ward Co., Oak-  
 land, has been appointed vice-president in charge of the  
 Council's activities in the Bay District.

A committee is now at work assembling a bill to be  
 presented to the State Legislature for passage next  
 year. This bill would place the position of a traffic  
 manager on a parity with that of the certified public  
 accountants and other professions.

### Los Angeles Warehouses Change Opening Hours

According to Charles G. Munson, secretary-treasurer  
 of the Los Angeles Warehousemen's Assn., member  
 warehouses under the new Fair Labor Standards Act  
 have changed their opening hours to 8.30 A. M. from  
 Monday to Friday. They close at 5 P. M., as hereto-  
 fore. Hours on Saturday, namely, 8.00 A. M. to 12.00  
 noon, remain the same

### Palmer Re-Elected President by Connecticut Group

Edgar Palmer was re-elected president of the Con-  
 necticut Warehousemen's Assn. at its annual meeting  
 at the Stratfield Hotel, Bridgeport, Conn., Oct. 19.  
 Other officers elected were: first vice-president, Frank  
 Hess; second vice-president, Edward Grieg; secretary,  
 Fred Clauson; and treasurer, H. I. Yates. The new  
 executive committee includes; Edward Kiley, Edward  
 C. Spargo, Thomas Dally, and John Sullivan.—Pratt.



WASHINGTON, D. C.



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E. K. MORRIS, President (See Page Advertisement Directory Issue)  
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**Security Storage Company**  
OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

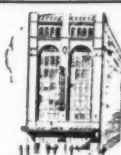
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WASHINGTON, D. C.

Established 1901



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We Reciprocate Shipments

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Member of N.F.W.A.—W.W.A.

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FLORIDA'S LARGEST WAREHOUSE

**UNION TERMINAL WAREHOUSE COMPANY**  
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution  
Reconsigning—Trucking Service—Trackage 52 Cars  
Reinforced Concrete—Sprinkler System—A.D.T. Service  
Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice, Western Union Tel.  
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**RYDER TRUCKING CO., INC.**

Two Fireproof Storage Warehouses

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General Merchandise Storage-Distribution. Low Insurance Rate. Sprinklered Concrete Building. 4 Consolidated Deliveries Daily—4 Car Siding—Florida East Coast R. R.

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**CALDWELL BONDDED WAREHOUSES**

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MERCHANDISE—HOUSEHOLD GOODS  
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Merchandise Storage  
Pool Car Distribution  
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Low Insurance Rate  
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Agents Allied Van Lines  
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TAMPA, FLA.



**TAMPA UNION TERMINAL, INC.**  
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system. Low insurance rates. Private railroad sidings served by S&L and A.C.L. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

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Member American Warehousemen's Association

TAMPA, FLA.

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**WAREHOUSE, INC.**  
BONDED

CARLOAD AND COMMERCIAL STORAGE  
POOLED CAR DISTRIBUTION  
Morgan and Water Streets, Tampa, Florida

WASHINGTON, D. C.

Fireproof Storage Warehouses



**SMITH'S TRANSFER & STORAGE CO. INC.**

1313 You St. N.W.  
Washington, D. C.

A.T.A.—D.C.T.A.—Board of Trade, Washington, D.C.

WASHINGTON, D. C.

**GENERAL MERCHANDISE STORAGE**

Pool Car Distribution—  
City Delivery Service

Direct Switching Connections into Warehouse  
Pennsylvania Railroad

**TERMINAL REFRIGERATING & WAREHOUSING CORPORATION**

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

**THE TERMINAL STORAGE COMPANY**  
OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

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For the convenience of shippers, this section is arranged geographically

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*Affiliated with*  
**SOUTHEASTERN BONDED WAREHOUSES**  
*"Better Warehouse Service"*

651-653 Humphries St., S. W.—Sou. R. R.  
 Merchandise Warehousing Pool Car Distribution  
 Sprinklered A.D.T. Burglar Protection A.W. Am.



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"Service" Is Our Middle Name  
 376 Nelson St., S. W. Cor. of Mangum  
 FIREPROOF WAREHOUSE WITH SOUTHERN RAILROAD SIDING.  
 LOW INSURANCE RATE.  
 Branch office space for rent.  
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ATLANTA, GA.

SAVANNAH, GA.

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The Fastest Freight Service Between Atlanta and Savannah and Intermediate Points  
 CUSTOMS BOXED AND INSURED  
 Ask us to quote on all kinds of shipments received from and delivered to Steamship Lines—Serving the Port of Savannah

Principal Office  
 410 W. Jones St., Savannah

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 POOL CAR DISTRIBUTION  
 MODERN FIRE PROOF BUILDINGS  
 C. OF GA. RY. SIDING

ATLANTA, GA.

H. W. Gullatt, Pres.

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General Storage—Pool Car Distribution  
 Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.  
 Consign via any R.R.—Private Siding A.B.&C. By.  
 Represented by American Chain of Warehouses

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Lowest Warehouse Insurance Rate in Atlanta

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**Commercial Warehousing at its Best**

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Savannah's only bonded warehouse  
**SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY,**

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Regular steamship service from principal

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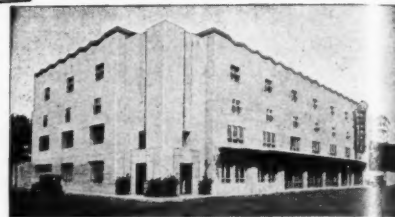
Consign to us and the same will be given our best attention.  
 Modern Concrete Warehouses. Collections promptly remitted.  
 Correspondence Solicited

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LET US  
 HANDLE  
 AND  
 STORE  
 YOUR



**MERCHANDISE - HOUSEHOLD EFFECTS, Etc.**

Large new reinforced concrete warehouses—Sprinklered  
 Low Insurance — Collections — Distribution Service

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Merchandise Warehousing & Forwarding  
 Negotiable Warehouse Receipts Issued  
 Pool Car Distributors

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On U.P.R.R.

Chicago Practitioners' Group  
 the First to Organize

As a result of a new constitutional provision adopted by the Association of Practitioners before the I.C.C., permitting the organization of district and local chapters, fifty-two practitioners, representing the States of Illinois, Indiana and Michigan, on Oct. 21 organized the Chicago Chapter of Interstate Commerce Commission Practitioners' Assn. Eldon M. Martin, general attorney of the C. B. & Q. Railroad, was elected chairman. C. W. Stadell, traffic manager, Illinois Coal Traffic Bureau, was elected secretary-treasurer. The new chapter is organized for educational and social purposes and to promote a greater interest by the members and others in the objects and work of the national association.

Roy Addresses Pittsburgh Group  
 on Traffic Institute Plan

A. C. Roy, contact man for the Pittsburgh District in the movement towards the professionalization of traffic management, and traffic manager of the D. L. Clark Co., the same city, addressed a meeting of the Shippers Council of the Chamber of Commerce of Pittsburgh on Oct. 25. Mr. Roy made clear that the institute plan is still in very much of an embryonic state, and that it has not been decided whether, if an organization is formed, it should be a state proposition or a national group.

Mr. Roy referred to the draft of a bill in the Ohio Legislature for the certification of traffic managers and stated that it is likely that a bill somewhat along the same lines may be introduced in the Pennsylvania Legislature.

It was felt by some of the members of the Shippers Council that the first step to take is to determine what the ultimate object is in prescribing certain qualifica-

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Capacity 1200 Carloads

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CHICAGOCHICAGO'S MOST MODERN  
WAREHOUSES

Also operate three modern warehouses in Kansas City and the  
Overland Terminal Warehouse Company at Los Angeles, California

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tions for traffic managers. It was also felt that the question of certification is something entirely apart from the right to practice before regulatory bodies and that a definite line should be drawn between the two.

M. C. Richards, traffic manager of Spang Chalfant, Inc., and chairman of the Council, appointed a committee consisting of J. C. Beck, A.G.T.M., Gulf Oil Corp., George Bittner, Louis Magee of the Keystone Traffic Bureau, Mr. Roy, and W. B. Shepherd, A.G.T.M., Aluminum Co. of America, to make a study of the question and report at a later meeting.

### To Curb Use of Freight Cars for Warehousing

The growth in the demand for use of freight cars for storage purposes by shippers has brought a warning from the Association of American Railroads that such requests must be curbed in order to prevent a shortage of equipment. It is reported only recently that one shipper in Illinois sought space to house 1,000,000 bu. of soy beans in freight cars.

It is felt that should such storage practices gain headway, it would be difficult to prevent good cars being used. Under the rules governing the renting or leasing of equipment, as promulgated by the A.A.R., the accepted practice makes it possible for a shipper to rent "heavy repair bad order or condemned cars which, by reason of their physical condition, are unfit for transportation service," provided that the placing of the commodity in storage or its removal therefrom "is in no way connected with any transportation service for which a tariff charge is assessed, except switching charges within the terminals.

"The use of a car, unfit for transportation service, for storage purposes, under conditions described above, is not in violation of the National Code of Car Demur-

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### Combine your Chicago Office and your Warehouse

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You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on CANW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

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**DISTRIBUTION SERVICE, INC.**

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CHICAGO'S LOOP WAREHOUSE

## C & A TERMINAL CO.

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Modern concrete building. 30 car track served by Alton-B. & O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

TRAFFIC  
MANAGERS SAY

"D and W is due the most gracious thanks and appreciation from Traffic Men everywhere, for carrying on this professionalization program. It would be wonderful to know that every Traffic Man throughout the country has read all of these writings."

*For the convenience of shippers, this section is arranged geographically*



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**"CHICAGO'S FINEST WAREHOUSES"**

Our huge connected modern warehouse units are located centrally . . . on private well paved streets . . . with ample parking and loading spaces . . . including second floor level roadway and truck elevators . . . Chicago Junction Railway union freight station under the same roof provides fast shipment service without transfer or cartage expense . . . swift freight elevators, plenty of them . . . natural light on all sides . . . clean modern quarters for offices or light manufacturing . . . heat and power as required . . . Because they are designed "for Distinguished Service," come to see our units first, whatever happen to be your space needs.



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Telephone . . . LAfayette 5628

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**Complete Facilities for Merchandise  
Storage and Distribution**

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- Modern Buildings.
- Low contents insurance.
- Reshipping, city deliveries
- Vacuum fumigation of food stuffs, tobacco, etc.
- Cooling Rooms
- Direct track connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT Railroads.
- Write for your copy of "The Way to Distribution."

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Member: N.F.W.A.  
Allied Van Lines

Serving Chicago & Suburbs For  
Over 35 Years.

Consign Your Shipments To  
**JOYCE BROS. STGE. & VAN CO.**  
Main Office 6428 N. Clark Street  
Rogers Park 0033



rage Rules," the A.A.R. continued. "Cars so leased must be boarded or stenciled to show the fact that the cars are leased, and the name of the lessee."

The minimum rental charge for serviceable freight cars leased for any purpose must be the current per diem rate. The minimum rental charge for the unserviceable freight cars leased for any purpose must be 50 cents a car a day.

### N. Y. Coffee Free Storage Pact Approved

The United States Maritime Commission has approved a new agreement, No. 7115, between coffee carrying shiplines covering limitation of free time to be allowed the commodity in storage on New York piers, in compliance with the Commission's order in docket 482, effective May 11, last, but postponed several times to Oct. 20.

The new agreement provides that coffee will be accorded 10 days free time at New York piers, excluding Sundays and holidays, and that thereafter it will be subject to charges to be set forth in a tariff which will be shortly filed.

Carriers party to the new agreement are the Grace Line, J. Lauritzen, Munargo Line, New York and Cuba Mail, Panama Rail Road S. S. Co., United Fruit, Royal Netherlands Steamship Co., Standard Fruit and S.S. Co. and the West Coast Line.

### Only Warehouses Handling Imported Liquor Affected by War

Immediately after the declaration of war, California companies handling imports suffered an abnormal withdrawal of goods, with no subsequent replacements. This was true particularly of imported foodstuffs, including sardines, anchovies, etc. This tendency has stopped.

All of the larger public warehouses claim that the war has as yet had little or no effect on their business, that it is normal and as far as they can see, likely to remain unchanged, at least for the present.

Warehouses handling imported liquors have felt a decrease of business and the opinion is, that with the curtailment of English shipping of Scotch whiskey to California ports, warehouses which have handled considerable of this type of goods may feel a difference.—*Gidlow.*

### Clarke Transfer, Coral Gables, Changes Hands

The Clarke Transfer & Storage Co., 222 Aragon Ave., Coral Gables, Fla., is now owned and operated by Phil Lehman. Mr. Clarke sold the business to Mr. Lehman, who will operate under the name of Lehman Transfer & Storage Co. It was formerly the Entreen Storage Co.—*Sudlow.*

### Storage Warehouse Co. Miami, Fla., Moves

Storage Warehouse Co., owned and operated by James L. Turner, now occupies the eight-story building at 251 S. W. First Court. This is the second move by Mr. Turner since he commenced business some 8 yrs. ago, and the new structure has increased the floor-space to 28,000 sq. ft. The building is served by 2 elevators, is fireproof, and storage is confined almost entirely to household and personal effects.—*Sudlow.*

### Wis. Warehousemen's Assn. Adds New Member

Wright P. Matson, Racine Terminal Warehouse & Transfer Co., has been added to the membership of the Wisconsin Warehousemen's Assn.

## CHICAGO, ILL.

**LAKESIDE TERMINAL WAREHOUSE CO.**  
455 F. South Water St. Chicago, Ill.**Pool Cars Solicited**  
**COMPLETE FACILITIES FOR MERCHANDISE**  
**DISTRIBUTING WAREHOUSING FORWARDING**

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**MIDLAND**

A COMPLETE WAREHOUSE ORGANIZATION FULLY EQUIPPED TO HANDLE MERCHANDISE RAPIDLY AND ECONOMICALLY with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

Inquiries Invited on Storage, Office and Rental Requirements

**MIDLAND WAREHOUSES, INC.**

1500 SOUTH WESTERN AVENUE, CHICAGO, ILLINOIS

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**Soo Terminal Warehouses**519 W. Roosevelt Road  
**Merchandise Storage—Pool Car Distribution**  
**COOL TEMPERATURES—CANDY STORED ALL YEAR**Ground Floor Warehouse Space with or without  
Offices. Trackage—Free Switching—Fireproof  
Represented by  
National Warehousing Service**"THE**  
**ECONOMICAL**  
**WAY"**

## CHICAGO, ILL.

For Distribution in CHICAGO Use

**SYKES SERVICE**

Fully sprinklered warehouse building for merchandise storage exclusively.

Centrally located—only 12 minutes from the loop.  
Complete warehouse service with personal supervision.  
Pool Car Distribution**SYKES TERMINAL WAREHOUSE**  
929 West 19th Street Chicago, Ill.

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Chicago's Largest and Best Located Warehouse

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SPACE LEASED for offices, storage and light manufacturing. STORAGE on a unit basis for spot stocks. Pool Car Distribution. STORAGE in transit. CUSTOMS and INTERNAL REVENUE BONDED SPACE. 1,500,000 sq. ft. in sprinklered buildings. Low insurance. C&NW Railway Siding. Capacity 150 cars. Direct TUNNEL connections with all railroads, eliminating cartage. 2500 ft. Dockage. STEVEDORING.

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Merchandise Storage and Distributors

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Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

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A.D.T. Service

**ADVANCES MADE**

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

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President

WABash 6852

John J. Egan  
Vice-President**SENG WATERWAY WAREHOUSE**

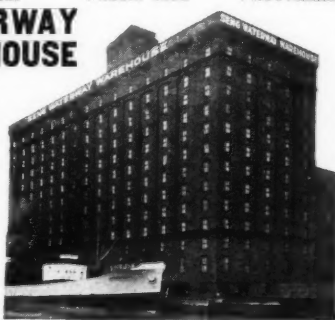
One Half Million Sq. Ft. of Modern Warehouse Space.

Warehousing—Brokers Offices. U. S. Customs Bonded Stores.

Shipments received and dispatched by water - rail or truck. Private track of Pennsylvania R. R. direct into Warehouse. In the heart of downtown Chicago.

310 West Polk St.

One block from Main U. S. Post Office



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**YOUR CHICAGO BRANCH**

In the modern building of Western Warehouse. No matter what facilities you require, you will find it more economical and satisfactory to take advantage of Western's unusual service.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

**WESTERN WAREHOUSING COMPANY**

323 West Polk Street

Chicago, Ill.

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H. G. Taylor, Pres. R. C. Shumate, Treas. &amp; Mgr.

**Decatur Warehouse Company**  
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TRANSFER—STORAGE—DISTRIBUTION  
MOVING—PACKING  
Licensed—Bonded—Insured Carriers**TRAFFIC**  
**MANAGERS SAY**

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**Joliet Warehouse and Transfer Company**  
Joliet, Illinois**MERCHANDISE STORAGE AND DISTRIBUTION**

Best distributing point in Middle West  
Located on five Trunk Lines and Outer Belt  
which connects with every road entering Chicago.  
No switching charges.  
Chicago freight rates apply.

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OUR DEPENDABILITY YOUR ASSURANCES  
OF SATISFACTION.**FEDERAL WAREHOUSE CO.**

800 So. Adams St. Peoria, Ill.

Peoria is the logical Center of Distribution for Illinois.  
We will be pleased to explain our service and facilities.

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**NATIONAL  
STORAGE  
COMPANY**

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

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## ROCKFORD, ILL.

**BARTLETT WAREHOUSE**

Modern Plant C.&N.W. Siding Free Switching  
"Sparkling Service"

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## EVANSVILLE, IND.

**MEAD JOHNSON TERMINAL CORP.**  
EVANSVILLE, INDIANA*"Where Waterway . . . Railway . . . Highway Meet"*

With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

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**FORT WAYNE [ WITH MIGHT AND MAIN ]  
STORAGE CO. [ THE SAME ]****FIREPROOF AND NON-FIREPROOF BUILDINGS.**

Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;  
Wabash R. R.—Private Sidings—Pool Car Distribution

## FORT WAYNE, IND.

**PETTIT'S STORAGE WAREHOUSE CO.**  
"Fireproof" Buildings**STORAGE, TRANSFER, DISTRIBUTION**

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries  
Private siding

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**GREAT LAKES WAREHOUSE CORPORATION**

General Merchandise—Storage and Distribution

Established 1922

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(Tel.—Ham'd 3780-31)  
Plummer Ave. & State Line St.  
(Tel.—Chicago—Est. 2206)  
FACILITIES—150,000 sq. ft. Fireproof, concrete-steel-brick const. Siding on  
ING RR; exp. 50 cars. Located within Chicago switching district. Transit privileges.  
SERVICE FEATURES—Motor term. on premises—hourly del. to Metro. Chicago  
and suburbs.  
ASSOCIATION—Indiana Warehousemen's & American Warehousemen's, Cold Storage Division.

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Members N.F.W.A., Allied Van Lines

**JOHNSON****Transfer and Fireproof Warehouse**

STORAGE FOR HOUSEHOLD GOODS AND OFFICE FURNITURE

WAREHOUSE and OFFICE: 405 Douglas Str.

## INDIANAPOLIS, IND.

*"Coburn Service for Efficiency"***HENRY COBURN  
STORAGE and WAREHOUSE CO.**

Merchandise Storage, Distribution, Trucking

Leased Space—Offices—Low Insurance

Loans on Receipts

## INDIANAPOLIS, IND.

*"INDIANAPOLIS' FINEST"***HOGAN**

Transfer &amp; Storage Corp., 861 Massachusetts Ave.

• FIREPROOF WAREHOUSE • PRIVATE RAIL SIDING

## INDIANAPOLIS, IND.

**INDIANA TERMINAL & REFRIGERATING CO.**

230-240 So. Penna. St.

Phone Market 4361

Fireproof Warehouse

Office Rooms

General Merchandise and Cold Storage

Down Town Location with RR tracks in building.

## INDIANAPOLIS, IND.

**Strohm Warehouse & Cartage Company**

230 W. McCarty St.

Telephone Ri. 5513

General Merchandise Cold Storage. Pool Car Distribution and  
Checking Out. All Merchandise on Check Out Cars Placed  
on Platform Ready for Delivery.

CCC &amp; St. L. R.R.

Modern Truck Equipment.

## INDIANAPOLIS, IND.

**TRIPP  
WAREHOUSE COMPANY**  
1001 E. New York Street

Complete facilities for the storage and distribution of  
**MERCHANDISE**

PRIVATE SIDING—BIG FOUR—CONNECTING  
WITH ALL RAILROADS—NO SWITCHING  
EXPENSE. TRUCK SERVICE.

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Write for complete description of services  
to meet your individual requirements.



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## Personnel

(Continued from page 7)

& Storage Co.; secretary, F. M. Brownell, Columbus Clay Mfg. Co.—Kline.

M. C. Sherwood has been elected president of New Orleans Merchandise Warehousemen's Assn. Other officers elected were: E. B. Fontaine, vice-president; Claude Peyrefitte, secretary, and John Dupuy, treasurer. Directors: R. W. Dietrich, Tom Gannett and A. M. Oughton.—Leigh.

B. P. Flickinger, president of the S. M. Flickinger Co., has been elected a director of the Terminals & Transportation Corp., Buffalo, N. Y., to succeed Burton L. Gale, Jr., resigned.

Nathan Cummings, formerly of Toronto, Canada, was elected a director and president of the C. D. Kenny Co., importer of coffee and tea, and wholesale distributor of food products, Baltimore, at a special meeting of directors held in Baltimore.

Born in St. John, New Brunswick, 43 yrs. ago, Mr. Cummings has had a wide experience in the wholesale, retail and manufacturing fields.—Ignace.

George E. Martin, president of the Clark-Reid Co., Cambridge, Mass., and the Curtis and Croston Co., Boston, was elected president at the annual meeting of the Massachusetts Furniture Warehousemen's Assn., Nov. 14. C. H. Higgins, treasurer of the Arlington Storage Co., Arlington, was elected first vice-president, and John Henry of the Winthrop Storage Co., Winthrop, second vice-president. S. H. Whidden, treasurer of the Boston Storage Warehouse Co., Boston, and J. F. Greeley, manager of the New England Storage Warehouse Co., Boston, were re-elected treasurer and secretary, respectively.

The chief work of the group has been an attempt to remedy legislation relative to the taxing of personal property while in storage. There is hope that this situation will be corrected at the next legislative session.

## Nelson Heads Wis. Warehousemen's Assn.

George E. Nelson, of David Nelson & Son, Kenosha, has been elected president of the Wisconsin Warehousemen's Assn., succeeding A. L. Fischer, Atlas Storage Co., Milwaukee, who served in that office for the past 2 yrs. Other officers elected were: vice-president, merchandise division, Frank J. De Lorme, Sheboygan Warehouse & Forwarding Co. Sheboygan; vice-president, cold storage division, Arthur Ewert, Terminal Storage Co., Milwaukee; vice-president, household goods division, H. P. Melius, Boulevard Fireproof Warehouse Co., Inc., Milwaukee; treasurer, E. F. Homuth, Anchor Transfer & Storage Co., Fond du Lac, and secretary, N. J. Meyer, Hanson Storage Co., Milwaukee. Additional directors: A. L. Fischer, Atlas Storage Co., Milwaukee; L. J. Henjum, Union Transfer & Storage Co., Madison; E. H. Ottman, National Warehouse Corp., Milwaukee; R. M. Leicht, Leicht Transfer & Storage Co., Green Bay, and Willis Warren, National Terminals Corp., Milwaukee.

The board also re-appointed H. L. Ashworth as executive secretary.

## Charles Sumner Wesley

CHARLES SUMNER WESLEY, for the last 2 yrs. president of the Quaker City Cold Storage Co., Philadelphia, prominent lawyer, insurance executive and railroad man, died on Oct. 29, at his home in Philadelphia, following an illness of several months. He was 61 yrs. old.

He was senior partner of the law firm of Wesley, Wagoner, Troutman and McWilliams. During the World War, he served as an adviser to the U. S. Government in matters relating to the selective draft, and

## SOUTH BEND, IND.

## Ulery Cold Storage &amp; Warehouse Co., Inc.

401-403 S. Notre Dame Ave.



Merchandise and Cold Storage  
Modern Cold Storage Locker Plant, 1000 Capacity  
Private Siding on Grand Trunk Western Railroad  
Pool Car Distribution, Trucking Service  
Member A.W.A.—Ind. W.A.

## TERRE HAUTE, IND.

## DISTRIBUTORS TERMINAL CORPORATION

Private R.R. Track Capacity 21 Cars connecting with all lines.  
Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

## CEDAR RAPIDS, IOWA



## Calder's Van &amp; Storage Co., Inc.

412 Ave. A, N.E. Cedar Rapids, Iowa

Merchandise and Household Goods Storage  
Pool Car Distribution

Fireproof Warehouse Member of N.F.W.A.—Agent for Allied Van Lines, Inc.

## CEDAR RAPIDS, IOWA

Cedar Rapids  
TRANSFER & STORAGE CO.

FIREPROOF WAREHOUSE  
AND TRUCK TERMINAL ON TRACKAGE  
All Modern Facilities For Efficient Warehousing  
and Distribution of Merchandise  
DAILY SERVICE IN EVERY DIRECTION

## DAVENPORT, IOWA

## EWERT &amp; RICHTER EXPRESS &amp; STORAGE COMPANY

At Davenport, Iowa, Rock Island and Moline, Ill.

Fireproof Warehouse on trackage. Phone Dial 3-3653.



Branch office and Warehouse service—Mississippi Valley reaching 20 Million Consumers.  
Pool- and Stop-over Distribution.  
Truck Terminal & Motor Truck Service.  
Members: AWA NFWA IAWA.  
Associated Warehouse, Inc.  
Agents, ALLIED VAN LINES.



## DES MOINES, IOWA

## BLUE LINE STORAGE CO.

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering  
Des Moines

Members: A.W.A.—N.F.W.A.—Ia.W.A.—M.O.W.A.

## DES MOINES, IOWA

Member American Chain of Warehouses

Fire  
Proof  
Ware-  
house

**MERCHANTS**  
TRANSFER & STORAGE CO.

9th  
&  
Mulberry

TRY OUR SUPERIOR SERVICE

40 years' warehousing nationally known accounts  
gives you Guaranteed Service  
Daily reports of shipments and attention to  
every detail.

## WATERLOO, IOWA

## IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

## KANSAS CITY, KANSAS

**INTER-STATE  
TRANSFER AND STORAGE COMPANY**  
**FIREPROOF WAREHOUSE**  
**18th & MINNESOTA**


Packing, Moving, Storing and Shipping. Private Siding  
 Agent for Allied Van Lines, Inc.  
 L. J. CANFIELD, Proprietor Telephone Dr. 3420

## TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

**TOPEKA TRANSFER and STORAGE Co., Inc.**

A.W.A. Established 1880 N.F.W.A.  
 FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS  
 TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
 CITY-WIDE DELIVERY SERVICE  
 Private Switch Connections AT & SF, CRI & P. U.P. and M.P.  
 Member of American Chain of Warehouses

## WICHITA, KANSAS

**A Modern Distribution and  
Warehousing Service**
**Brokers Office & Warehouse Co.**

Murray E. Cuykendall, Gen. Mgr.  
 Member of American Chain of Warehouses

## WICHITA, KANSAS

Write or Wire



**Cassell**  
**TRANSFER & STORAGE CO.**  
**WICHITA, KANSAS**

Fireproof Storage and Sprinkler System

## WICHITA, KANSAS



**UNITED WAREHOUSE CO.**  
 Merchandise Warehouses  
 at  
 TWO BIG  
 MARKETS



## LOUISVILLE, KY.

**Most Centrally Located Warehouse and  
Motor Truck Terminal in Louisville**


Our Service Is Our Sales Force  
 With a trained personnel and modern facilities for rendering efficient distribution service.  
 ASK YOUR CUSTOMERS HERE.  
 CHESTER BELL, Gen. Mgr.

**KENTUCKY TERMINAL WAREHOUSE COMPANY**  
 1101 West Kentucky St. Louisville, Ky.

## LOUISVILLE, KY.

H. W. Lamppin, Pres.



Serve your customers in the Louisville territory promptly from stock kept in this modern, clean warehouse. The personal attention we give each account will bring in those repeat orders.

21 Trucks — Clean, Dry Space — Reasonable Rates  
 Responsible Service — P. R. R. Siding  
**LAMPPIN WAREHOUSE COMPANY, INC.**  
 1409 MAPLE STREET LOUISVILLE, KENTUCKY

Represented by  
 NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
 11 WEST 42ND ST. PHIN. 4-0068 1523 NEWBERRY AVE. MO. 3338

in the depression of 1933 was counsel to the banking department of the U. S. Department of Justice, specializing in problems concerning closed banks.

He was a member of the American Bar Assn., Penna. Bar Assn., American Society of International Law and the American Academy of Political and Social Science. His club memberships included the Union League, Manufacturers and Bankers Club, the Racquet Club and the Phila. Country Club.

In addition to his widow, he is survived by two daughters and a son by a previous marriage. They are Mrs. Latimer Stewart, Baltimore, Md.; Mrs. Samuel El-dredge, Haverford, Pa., and Clark, a junior at Princeton University.—Lansing.

**William A. Brannock**

WILLIAM A. BRANNOCK, 63, president and founder of the Western Transfer & Storage Co., Kansas City, Mo., died, recently. He founded the Western company shortly after coming to Kansas City in 1895.—Force.

**Walter M. Leicht**

WALTER M. LEICHT, 39, a director of the Leicht Transfer & Storage Co., Green Bay, Wis., and in charge of the firm's heavy machinery moving operations, died Oct. 29 in a local hospital following an operation. Mr. Leicht is survived by his wife, a son, a daughter, his mother, two sisters and three brothers.—W.T.N.B.

**Frank J. Roehl**

FRANK J. ROEHL, president of the Cleveland Storage Co., Cleveland, for 33 yrs., died at his home in Cleveland Heights on Nov. 13. He had been active until 2 weeks prior to his death when he was stricken with a heart attack in his office. The same trouble caused his death. He was 66 yrs. old.

Mr. Roehl was a veteran in the warehousing field and had a wide range of friends. He was born and brought up in Cleveland territory and for years was engaged in the banking business, also serving for a time in the insurance business. He went with the Cleveland Storage Co. 33 yrs. ago and later became president.

Mr. Roehl was a conservative and temperate man who was always dependable. He was especially gifted in financial management and business judgment. He was active in civic affairs and was highly regarded by all who knew him. He leaves his wife and a daughter, Mrs. Leonard Dudley Dodge.—Fiske.

**Midtown Warehouse, N. Y. a  
Member of A.W.I.**

The Midtown Warehouse, Inc., New York City, effective Dec. 1, became the Metropolitan member of Associated Warehouses, Inc. The Mid-Hudson Warehouse, Inc., Jersey City, N. J., identified with Midtown, becomes the Jersey City member of A.W.I.

The Mid-Hudson Warehouse, Inc. is located on the Erie Railroad on one side, and the Hudson River on the other side, permitting both rail and water shipments into and out of the warehouse, either on a straight storage basis, or on a storage in-transit arrangement. The usual U. S. Custom Bonded space is maintained at both New York and Jersey City.

**POSITION WANTED**

As general warehouse man, foreman, bookkeeper, or assistant manager. Have had 16 yrs. previous experience. Best of references.

HENRY HARFST, 44 Harmon St., Jersey City, N. J.

## LOUISVILLE, KY.

# Louisville Public Warehouse Company

25 WAREHOUSES

944,000 SQUARE FEET

Louisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mdse. H. H. Goods

## LOUISVILLE, KY.

# Ninth Street Public Warehouse Co., Inc.

Warehousing in all its branches  
Sprinklered Buildings—Most Centrally Located with Rail and  
Truck Sidings. I. C. Railroad.  
MAIN AT NINTH

## ALEXANDRIA, LA.

B. F. HENRY, Pres. HARRIET POWARS, Secy.-Treas.

# Rapid Transfer and Storage Co., Inc.

1056-1058 WASHINGTON STREET

Merchandise and Household Goods Storage

Pool Car Distribution

Ship via R.I. Ry.—So. P.—L. &amp; Ark. Ry.—Mo. P.

and T. &amp; P.

Agents for Allied Van Lines, Inc.

Member NFWA-SWA

## BATON ROUGE, LA.

AGENTS FOR ALLIED VAN LINES, Inc.

# GLOBE STORAGE COMPANY, INC.

520 FRONT STREET

MODERN BONDED WAREHOUSE

SPRINKLER PROTECTED

Merchandise and Household Storage

Pool Car Distribution—Drayage—Packing

Rail &amp; Barge Line Connections—Private Siding on IC &amp; MP

## NEW ORLEANS, LA.

E. B. FONTAINE, Pres. &amp; Mgr.

# Commercial Terminal Warehouse Company

INCORPORATED

## Modern Merchandise Warehouses

A dependable agency for the  
distribution of merchandise  
and manufactured products.

Storage Cartage Forwarding Distributing  
Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street  
NEW ORLEANS

LOUISIANA

## NEW ORLEANS, LA.

# Douglas Shipline Storage Corporation Douglas Public Service Corporation



New Orleans, La.

Sprinklered storage—  
1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity  
—100 cars.

Nine warehouses con-  
venient to your trade.  
Loans made against  
negotiable receipts.

Trucking Department  
operating 105 trucks.  
Insurance Rates 12c  
to 45c.

Represented by  
Distribution  
Service, Inc.  
New York Chicago  
San Francisco

## NEW ORLEANS, LA.

# Independent Warehouse Co., Inc.

2800 CHARTRES STREET

Specializing In MDSE Distribution

- Operating Under Federal License -

All concrete Warehouses, sprinklered, low Insurance rates, Low handling costs.  
Located on Mississippi River—shipside connection. Electrical loading and piling  
devices. Switching connections with all rail lines. State Bonded. Inquiries Solicited.

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# Standard Warehouse Co., Inc.

100 Poydras St., New Orleans, La.

Represented by  
ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PHN 6-0066 1525 NEWBERRY AVE., MON. 33N

Complete Warehousing Service

## SHREVEPORT, LA.

"In the Heart of the Wholesale District."

# CENTRAL STORAGE & TRANSFER CO.

700-712 COMMERCE ST.

SHREVEPORT, LA.

Merchandise and Household Goods

Pool Cars distributed. Motor fleet of 6 modern trucks. Branch office  
and showroom facilities. Agents of Forwarding, Carloading and Steam-  
ship companies. We can help you.

## SHREVEPORT, LA.

# Terminal Warehouse & Transfer Co., Inc.

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered,  
40,000 square feet. Distribution of Pool Cars. Transfers House-  
hold Goods.

Member of A.W.A.—May. W.A.—S.W.A.

For the convenience of shippers, this section is arranged geographically



## BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**

Established 1875 Incorporated 1918

**General Storage and Distributing**

Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.—Agent A.V.L.

## PORTLAND, MAINE

**Atlantic Storage & Warehouse, Inc.**

P. O. Box 784

71 Kennebec Street



Warehousing and Distribution of General Merchandise except goods detrimental to foodstuffs Modern, fireproof construction Sprinkler system protection

Insurance rate 16½c

Free switching with all railroads

Storage in transit privilege on flour, canned goods, potatoes, paper and paper bags

Warehouse space for rent, office or desk room

## BALTIMORE, MD.

For Details See Directory Issue Distribution and Warehousing

**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding

Private Siding Western Maryland Railway

## BALTIMORE, MD.

Thomas H. Vickery, Pres.

E. E. Bashmann, Sec'y and Mgr.

**BALTIMORE STORAGE CO., INC.**

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

AERO MAYFLOWER TRANSIT CO.

Vans Coast to Coast

Canada and Mexico

## BALTIMORE, MD.

**CAMDEN WAREHOUSES**

Operating Terminal Warehouses on Tracks of

The Baltimore &amp; Ohio Railroad Co.

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore &amp; Ohio Railroad

## BALTIMORE, MD.

MAIN OFFICE: 400 KEY HIGHWAY

U. S. Customs Bonded Draymen

**DAVIDSON TRANSFER & STORAGE CO.**

Household Goods and Merchandise—Storage—Delivery—Unercrating—Special Flat Bed Trucks for Lift Cases. Agents: Allied Van Lines . . . Member N. F. W. A.

## BALTIMORE, MD.

Martin J. Reilly, Pres. A. Bernard Heine, Vice-Pres.

**FIDELITY STORAGE CO.**

2104-6-8 MARYLAND AVE.

Baltimore's Modern Fireproof Warehouse

Your Clients Efficiently Served All Collections Promptly Remitted

**MOTOR FREIGHT SERVICE**

Household Goods Pool Car Distribution Merchandise

Member of N.F.W.A.—Md.F.W.A.—Md.M.T.A. Agent for Allied Van Lines, Inc.

## BALTIMORE, MD.

**McCORMICK WAREHOUSE COMPANY**

LIGHT AND BARRE STREETS, BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&amp;O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service.

## BALTIMORE, MD.

Founded 1893

**TERMINAL WAREHOUSE CO.**

Operating four Modern Warehouses on tracks of Pennsylvania Railroad Company.

Resources \$750,000

Trucking Storage Pool Car Distribution Bonded Space

Represented by Associated Warehousemen, Inc. New York and Chicago

**News from the Conventions**

(Continued from page 17)

possible to return to the field of private operation.

"We must never forget that a recourse to armed conflict to aid democracy in the world as a whole would endanger and could easily lose the liberties we hold as a free people. Under the stress of war, individual freedom of economic action, once abrogated to those in control, is not easily regained when the period of emergency is over."

John S. Burchmore, counsel for the National Industrial Traffic League, warned not to expect too much from the pending transportation legislation, particularly because of complications so bad, that the interstate commerce act simply could not be carried out. It might be, he warned, that in days to come, shippers would have to employ lawyers to guide them on every thing they did.

Commissioner Blanning of the Motor Carrier Bureau spoke on "Shippers' Interest in the Motor Carrier Act" and stated that all regulation was designed to protect the public from unfair treatment by transportation and other utilities. Unselfishness and farsightedness would probably do away with regulation, but because that was not so, particularly in the case of motor carriers, the motor carrier act was adopted. He pointed out, however, that the motor carrier was not entirely to blame, but that shippers were largely responsible for what had taken place. Shippers have too frequently persuaded the carriers to break the laws. Fully one-third of the penalties so far inflicted by the courts for violations of the motor carrier act, were levelled against shippers.

Mr. Blanning pointed out that transportation must make a profit in order to give adequate service. Rebating and other practices obviously are harmful from the profit standpoint. He also warned shippers against using motor carriers operating illegally without permits or certificates. Little investigation is needed by shippers to check on such information. Carriers, operating illegally, should be told by shippers to secure the necessary documents. Such cooperation is needed to bring about the improvement in transportation so ardently hoped for.

**NitLeague Cooperation on Institute—Bryan Elected**

THE National Industrial Traffic League at its 32nd annual meeting held Nov. 21 and 22 at the Palmer House, Chicago, elected J. E. Bryan, president, replacing Charles W. Braden. Mr. Bryan is general traffic manager of the Wisconsin Paper & Pulp Mfrs. Traffic Assn., Chicago. R. R. Luddecke, general traffic manager

## BOSTON, MASS.

## SHIPPING TO BOSTON?

WAREHOUSEMEN AND TRAFFIC EXECUTIVES  
Use our complete facilities for the expert handling of household goods. Modern equipment for lift vans and containers.

**T. G. BUCKLEY COMPANY, 690 DUDLEY ST., BOSTON**  
ESTABLISHED 1880—FIFTY-NINTH YEAR.

Members—N.F.W.A.,—Mass. F. W. A.,—A.V.L.,—Can. W. A.

## BOSTON, MASS.

CLARK-REID CO., INC.  
GEO. E. MARTIN, President

**GREATER BOSTON SERVICE**  
HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING

OFFICES { 380 Green St., Cambridge  
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.



of Standard Brands, Inc., New York City, was elected vice-president. R. W. Campbell, manager of the traffic department, Butler Paper Corp., Chicago, was re-elected treasurer.

The 1940 annual meeting will be held in New York City, Nov. 14 and 15. It is quite probable that a Spring meeting will also be held, the time and place not yet being decided.

In regard to the formation of an institute of traffic management, the report of the committee appointed in 1938 consisting of L. Z. Whitbeck, chairman, T. C. Burwell and A. J. Sevin, stated "that in its opinion there is still necessity for the professional development of the business of traffic management. However, the committee was of the opinion that it was one thing to acknowledge this desirability or necessity and another thing to sponsor an important proposal such as the establishment of the Institute of Traffic Management."

The recommendation of the committee, which was approved by the executive committee, was that the National Industrial Traffic League should not sponsor or underwrite such a proposal. The special committee recommended that the League appoint a special committee on Traffic and Transportation Education for the purpose of cooperating with other associations interested in this subject. The executive committee so recommended. The previous special committee was dismissed with a vote of thanks.

The total membership of the League, as of the convention date, is 639.

Waterway transportation regulation seems inevitable, according to information brought out at the meeting, and the League, which has for a long time opposed such regulation, is only hopeful now of being in a position to correct regulatory weaknesses.

Grocery Manufacturers Approve  
5-Point Program

A five-point program aimed at giving consumers a closer insight into the economics of grocery production and distribution was laid before delegates attending the 31st annual convention of the Associated Grocery Manufacturers of America, Inc., Oct. 31 through Nov. 1 at the Waldorf-Astoria, New York City.

The program, approved by the group's directors, includes dissemination of information on the industry by motion pictures, speakers and through written material.

Too much emphasis has been placed on the large proportion which distribution holds in the ultimate cost of a finished article, Colonel Willard Chevalier, of Business Week, told the gathering. As it is made possible for one man in a factory to produce what it

## BOSTON, MASS.

## CONGRESS STORES, Inc.

38 STILLINGS ST.

GENERAL MERCHANDISE STORAGE  
Central Location—Personal Service  
Pool Car Distribution  
Sidings on N. Y., N. H. & H. R. R.

Protected By  
A. D. T. Service

Member  
Mass. Warehousemen Assn.

## BOSTON, MASS.

Established 1896

PACKING MOVING

D.W. **DUNN** CO.

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES  
CONTAINER SERVICE

46 Bromfield St.

Member May W. A.

3175 Washington St.

## BOSTON, MASS.

CHARLES RIVER STORES

131 Beverly Street  
Boston and Woburn R. R.

ALBANY TERMINAL STORES

137 Kennel Street  
Boston and Albany R. R.

## FITS WAREHOUSE CORPORATION

Successors to Fitz Warehouse & Distributing Co.

GENERAL MERCHANDISE STORAGE

Free and Bonded Space —1— Pool Car Service

Rail and Motor Truck Deliveries to All Points in New England

NEW YORK

ALLIED DISTRIBUTION INC.

CHICAGO

11 WEST 42ND ST. PHIN. 6-0948

1525 NEWBURGH AVE., MON. 5531

## BOSTON, MASS.

## Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

**FREE AND BONDED STORAGE**

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

## BOSTON, MASS.

## MERCHANTS WAREHOUSE CO.

453 COMMERCIAL STREET

BOSTON, MASS. . . . . CAPITOL 7760

**Free and Bonded Storage**

A. W. A.

Union Freight Railroad

M. W. A.

## BOSTON, MASS.

## WIGGIN TERMINALS, Inc.

50 Terminal St.

Boston (29)

Mass.

## STORAGE

B. & M. R.R.  
Mystic Wharf,  
Boston

N. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

## BOSTON, MASS.

ESTABLISHED 1830

## D. S. WOODBERRY CO.

P. O. BOX 57, NORTH POSTAL STATION, BOSTON

Largest Pool Car Distribution Specialists for New England

**TRUCKING & STORAGE**

BOSTON & MAINE R.R. SIDING

## FALL RIVER, MASS.

## BOSTON, MASS.

NEW BEDFORD, MASS.

PROVIDENCE, R. I.

NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.  
& H. R. R.

## Keogh Storage Co.

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking

## PITTSFIELD, MASS.

**T. ROBERTS & SONS, INC.**  
Local and Long Distance Furniture MovingFireproof Storage Warehouses  
Household Goods Storage — Packing — Shipping  
Merchandise Storage and Distribution  
Pool Car Distribution

DIRECT R.R. SIDING B. &amp; A. R.R. OR ANY R.R.

## SPRINGFIELD, MASS.

**ATLANTIC STATES WAREHOUSE AND  
COLD STORAGE CORPORATION**

385 LIBERTY ST.

General Merchandise and Household Goods Storage. Cold Storage for  
Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits  
B. & A. Sidings and N. Y., N. H. & H. R. R. and B. & M. R. R.  
Daily Trucking Service to suburbs and towns within a radius of fifty  
miles.

Member of A.W.A.—N.W.A.

## SPRINGFIELD, MASS.

F. G. Mooney, Pres. J. G. Hyland, V-Pres.

**HARTFORD DESPATCH  
and WAREHOUSE CO., Inc.**

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and  
Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut  
and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.  
Members: NFWA—AWA—ACW—AVL Agents

## SPRINGFIELD, MASS.

**J.J. Sullivan The Mover, Inc.**

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing,  
Shipping, Pool Car Distribution of All Kinds  
Fleet of Motor Trucks

## DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

**COMMERCIAL WAREHOUSE, INC.**

1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding 8 car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

## DETROIT, MICH.

**Henry & Schram Storage &  
Trucking Company**

"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING  
CAR LOAD DISTRIBUTIONPrivate Siding on  
Wabash—Canadian Pacific—Pennsyl-  
vania—Pere Marquette RailwaysA.D.T. Aero Automatic Fire Alarm and  
A.D.T. Burglary and Fire Protection

"Your Interests Are Always Ours"

1941-63 W. Fort Street  
DETROIT, MICHIGAN

## DETROIT, MICH.

**HEWSON WAREHOUSE CO., INC.**

803 Lawndale Ave.

GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—  
Specialized Personal Service—We own and operate our own  
fleet of motor trucks—Distribution.

used to take five men to do, he declared, it is probable that four men will be needed in the distribution line in order to distribute the increased production. He expressed confidence that business leaders today recognize only too clearly the dangers involved in basing their plans on possible business from belligerents and over-expanding to meet such a demand.

Dr. George Gallup, director of the American Institute of Public Opinion and vice-president of Young & Rubicam, Inc., advertising agency, said that the odds are all in favor of the United States remaining out of the war in Europe.

Paul S. Willis, president of the association, declared in the opening address that America's system of volume production of quality food can always be counted on to maintain the world's highest standards. The food and grocery industry of today demonstrates the widespread benefits of private enterprise and private investment, he asserted. "To produce, process and deliver America's food each year requires: 970,000 persons in 48,936 processing plants, 9,393,000 farmers, 1,250,000 workers in restaurants and hotel dining rooms, 392,000 people in thousands of wholesale grocery houses, and 17,313 in food warehouses," Mr. Willis declared.

"That is far from all," Mr. Willis continued. "The food industry gives work to many other industries. Last year our purchases included one-third of all raw materials, containers, fuel, and electric energy bought by all manufacturers; one-fifth of all general machinery and processing equipment; more motor trucks probably than any other industry; and about one-fifth of all railroad freight facilities.

"Our industry uses 11 per cent of the total installed horsepower in industry; it buys over a third of all the metals bought by American industry; it uses tin and glass containers by the billions; its 600,000 motor units consume 600,000,000 gal. of gasoline and 17,000,000 gal. of oil."

With regard to prices, the association members voted to oppose "any unwarranted increase in prices under present or prospective unsettled world conditions and do hereby maintain prices should be equitably related in each instance to production costs. The members of the association unanimously disapprove using the conditions resulting from the present crisis in world affairs to extract unjustifiable prices from the American consumer."

Forty-six producers reported profits for the quarter as well ahead of the corresponding period last year; twenty said they were approximately the same and three reported a decline. Those reporting gains said the increases ranged from 10 to more than 20 per cent.

A. C. Nielsen, president of A. C. Nielsen Co., a statistical and research organization, told of the first results of tests on radio listening with the Nielsen Recorder, an instrument recently perfected which, attached to a radio, accurately records every turning of the dial and the actual amount of time spent listening to any program. His findings indicate that the average length of time a person listens before turning his dial is 28 mins. The greatest amount of listening was while the star of the program performs and, he stated, attention falls off as the commercial announcements commence. Those in non-telephone homes listen an average of 4.35 hrs. a day, compared with an average of 3.919 hrs. for homes with telephones. Those in homes lacking telephones listen considerably more because they have less money to spend for other forms of amusement, he stated.

Mr. Nielsen also claimed that the general belief that attention to radio programs falls off in the Summer from the Winter level is not upheld by the tests he made. The only difference, he said, is that radio listening is at its peak in the daytime during the Summer, and at its peak at night in the Winter months.



DETROIT, MICH.



**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouse**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

**Central Detroit Warehouse Co.**

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 626  
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

DETROIT, MICH.



**GRAND TRUNK WAREHOUSE & COLD STORAGE COMPANY, DETROIT, MICH.**

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

DETROIT, MICH.

**John F. Ivory Stge. Co., Inc.**

MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

**JEFFERSON  
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING  
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

TRAFFIC  
MANAGERS SAY

"Your efforts in promoting a Traffic Management Institute are being appreciated and this appreciation will be multiplied many times in the future as other Traffic Men realize the importance of adopting the program you advocated. There are several additional services that your magazine renders which I find to be very valuable."

Congressman Martin Dies put up to the businessmen of the country the challenge of saving through leadership and closer contact with their employees the United States from Communism or Fascism. Russia's leader, Stalin, he warned, has succeeded in penetrating many organizations in this country and now can claim 100,000 Americans as workers for his cause. Workers, he stated, must understand that Socialism or Communism inevitably leads to dictatorship because when the economic power of the country is concentrated in the hands of the Federal Government, that Government becomes unwieldy and cumbersome and then makes necessary the choosing of a dictator in order to make the machinery work at all.

James W. Young, director of the Bureau of Foreign and Domestic Commerce, gave a warning that "blitzkrieg profits" may spell a "blackout" of the recovery movement in the not too distant future. He praised the attitude of American business in general toward the recent price rise but cautioned against other economic dangers. "It is to the credit of the leaders of American business that they quickly saw the dangers in this situation," Mr. Young said, referring to the rapid rise in commodity prices during September. "They saw that any rise of prices all along the line to the consumer offered real dangers in the form of another 1937 inventory accumulation and eventual liquidation."

Mr. Young emphasized that danger signals are still present because while production in basic industries is now probably at 1937 levels, employment and payrolls as late as the middle of October were still below the 1937 levels. Consumption has not kept pace with production since the outbreak of the war in Europe and there is every reason to believe that inventories continue to accumulate.

Milo Perkins of the Department of Agriculture and president of the Federal Surplus Commodities Corp. declared that analysis of the results of the Federal

*For the convenience of shippers, this section is arranged geographically*

## DETROIT, MICH.

**LEONARD-DETROIT  
STORAGE CO.**

Established 50 Years

**STORAGE WAREHOUSES  
ALL OVER DETROIT**Local and Long Distance Removals  
Foreign and Domestic Shipping

Main Office

**2937 East Grand Boulevard**

Telephone Trinity 2-8222

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*"Located Heart Jobbing District"***RIVERSIDE STORAGE & CARTAGE CO.**Cass and Congress Sts., Detroit, Mich.  
57 Years' Satisfactory Service**HOUSEHOLD GOODS AND MERCHANDISE STORAGE  
MOVING — PACKING — SHIPPING  
PERSONAL SERVICE GUARANTEED**

Members A. W. A.—N. F. W. A.

## DETROIT, MICH.

*Completely Servicing*

**GREATER  
DETROIT**

**United States Warehouse Company**  
**1448 WABASH AVE.**

**United States Cold Storage Corp.**  
Chicago — Dallas — Detroit — Kansas City.

**UNITED STATES WAREHOUSE COMPANY**

CHICAGO DALLAS DETROIT KANSAS CITY

## DETROIT, MICH.

Members N. F. W. A.

**Wolverine Storage Company, Inc.****11850 E. Jefferson Ave.****STORAGE AND MOVING, PACKING AND SHIPPING**

Agent for Allied Van Lines, Inc.

## GRAND RAPIDS, MICH.

**A COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE****COLUMBIAN STORAGE & TRANSFER CO.***Approximately 75% of All Commercial Storage  
in Grand Rapids Handled Thru Columbian*Represented by  **ALLIED DISTRIBUTION INC.**  
NEW YORK 412ND ST. PENN. 6-0948 CHICAGO 1525 NEWBERRY AVE. MOH353

## LANSING, MICH.

**LANSING STORAGE COMPANY**The only modern fireproof warehouse in  
Lansing exclusively for household storage.**RUG—TRUNK—SILVER VAULTS****WE KNOW HOW**440 No. Washington Ave.  
(Member of Allied Van Lines, Inc.)

## SAGINAW, MICH.

**BRANCH HOUSE SERVICE****... AT WAREHOUSE COST**

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

**CENTRAL-WAREHOUSE CO.****1840 No. Michigan Avenue  
SAGINAW, MICHIGAN**

Government's food stamp plan in six of the cities where it has been tried out shows that if the plan were put on a national scale and the same preferences were shown, 13 per cent more butter, 13 per cent more eggs, 5 per cent more flour, 13 per cent more corn meal, 20 per cent more rice, 25 per cent more dried beans, and 38 per cent more prunes would have to be produced in the United States to meet the demand.

Paul S. Willis of New York City was re-elected president of the association. W. F. Mohan of the Scott Paper Co., Chester, Pa., was elected first vice-president, A. W. Ramsdell of the Borden Co., second vice-president, and Hart Johnson of the Wander Co., Chicago, third vice-president. H. R. Drackett of the Drackett Co., Cincinnati, was named secretary. B. L. Snyder of the R. B. Davis Co., Hoboken, N. J., was re-elected treasurer.

**Period of Grace in War  
Areas Sought**

The New York Freight Forwarders Assn., Merchants Association of New York, and the National Foreign Trade Council are urging members of Congress to see that the embargo repeal makes specific provision allowing American vessels to sail to England and French ports and ports in proclaimed combat areas during a period of grace after signing of the law.

The neutrality amendments, as passed by the Senate, provided that the Presidential proclamation banning American vessels' voyages to ports in the combat area shall not apply where such voyages were begun 7 days or more prior to the date of the proclamation. Under the provisions of Section 2-K of the bill passed by the Senate, such American flag vessels which began their voyages a full week before the proclamation will be permitted to complete such voyages. On the other hand, vessels that departed 6 days or less before

## MINNEAPOLIS, MINN.

# Kedney

A.W.A.—N.F.W.A.—Minn. N.W.A.  
**STORAGE HOUSEHOLD GOODS**  
 10 HENNEPIN AVE.  
**WAREHOUSE CO.**

**MERCHANDISE STORAGE, 617 WASHINGTON AVE., NO.**

Represented by  
 NEW YORK CHICAGO  
 11 WEST 42ND ST. PHIN. 6-0067 1525 NEWBERRY AVE. MON.5531

## MINNEAPOLIS, MINN.

**Complete Facilities**

- To serve Minneapolis and St. Paul. Only a short distance from the metropolitan section of each city.
- Here is a merchandise warehouse that is U. S. Custom and State Bonded . . . Sprinklered throughout . . . Private railroad sidings . . . Store door delivery . . .
- Pool cars distributed . . . Complete motor equipment, including: 15 trucks, 10 tractors and 35 semi-trailers . . .

**NORTHWESTERN TERMINAL CO.**

**600 Stinson Blvd. Minneapolis**  
 Member: MINNEAPOLIS N. W. A.

## MINNEAPOLIS, MINN.

**"Leaders In The Northwest"****MINNEAPOLIS TERMINAL WAREHOUSE CO.**

**618 Washington Ave., No. Downtown Jobbing District**

**Storage - Distribution - Trucking**

Also Operating

St. Paul Terminal Warehouse Co., St. Paul  
 Midway Terminal Warehouse Co., St. Paul



## MINNEAPOLIS, MINN.

**MERCHANDISE STORAGE**

For Distribution Throughout the Entire Northwest  
 200,000 Square Feet—Free Switching—Centrally Located  
 —Bonded—Fireproof—Milwaukee, Minneapolis, and St.  
 Louis Trackage

100 trucks available for pick up and delivery service.

**UNITED WAREHOUSES, INC.**

**708 South Third St. Minneapolis, Minn.**

## ROCHESTER, MINN.

903 6th St., N. W. Phone 5236

**CAREY TRANSFER & STORAGE**

**Bonded Warehousemen**

Complete Warehouse Facilities for Storage & Distribution

**MERCHANDISE**

Experienced Organization and Equipment for

**MOVING, PACKING AND STORING**

**HOUSEHOLD GOODS**

Modern Buildings. Private Siding CGWRR Co.

**MOTOR TRUCK SERVICE**

Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

## ST. PAUL, MINN.

**A COMPLETE WAREHOUSING SERVICE**

**Merchandise Storage — Cold Storage**

**Pool Car Distribution**

**Industrial Facilities**

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

**CENTRAL WAREHOUSE COMPANY**

**739 Pillsbury Avenue St. Paul, Minnesota**

Phone: Nestor 2831



Represented by DISTRIBUTION SERVICE, INC.  
 218 E. N. Water St. 100 Broad St. 625 Third St.  
 CHICAGO NEW YORK CITY SAN FRANCISCO  
 Phone: Superior 7180 Phone: Sutter 3461  
 Bowling Green 9-0986

## ST. PAUL, MINN.

A.W.A.—N.F.W.A.—Minn. N.W.A.

# Kedney

**STORAGE**  
**MDSE. & HOUSEHOLD GOODS**

**WAREHOUSE CO.**

**8th and John Sts.**

Represented by  
 NEW YORK CHICAGO  
 11 WEST 42ND ST. PHIN. 6-0067 1525 NEWBERRY AVE. MON.5531

## ST. PAUL, MINN.

**"Leaders In The Northwest"****MIDWAY TERMINAL WAREHOUSE CO.**

**2295 University Ave. — Midway between St. Paul & Minneapolis**

**Storage - Distribution - Trucking**

Also Operating

St. Paul Terminal Warehouse Co., St. Paul  
 Minneapolis Terminal Warehouse Co., Minneapolis



## ST. PAUL, MINN.

**"Leaders In The Northwest"****ST. PAUL TERMINAL WAREHOUSE CO.**

**425 E. Eighth St. Downtown Jobbing District**

**Storage - Distribution - Trucking**

Also Operating

Minneapolis Terminal Warehouse Co., Minneapolis  
 Midway Terminal Warehouse Co., St. Paul



the Presidential action would be required to turn back to their home ports.

As a result of this situation, it is stated that freight shippers are beginning to withhold patronage from American lines operating to affected European ports, claiming that sailings may not be completed and with resultant delays and added cost.

The intent of Section 2-K, according to Maritime Commission officials, was to free American ships from the provisions of the law for a reasonable period after it became effective. House members, it is understood, have under consideration a redrafting of the disputed section, at least to the extent of exempting American flag voyages begun down to the date of the presidential proclamation, if not for several days thereafter.

**\$1,500,000 in Old Masters****Move Safely in Lyon Vans**

It isn't often that a moving company is given the opportunity to move a Rembrandt or a Gainsborough, but this fascinating experience fell to the Lyon Van & Storage Co., Los Angeles, in October. Old Masters valued at over \$1,500,000, donated to the University



of California at Los Angeles from the estate of Mrs. Mary D. Hole, were transported to the University Campus at Westwood, a suburb of Los Angeles, from a private gallery where they had been kept.

Police protection was provided by the University police force to safeguard the pictures while in transit. Two vans of the masterpieces made two trips each,

*For the convenience of shippers, this section is arranged geographically*



## JACKSON, MISS.

**RICKS STORAGE CO.**  
**BONDED WAREHOUSEMEN**  
 Complete Warehouse Facilities for Storage and Distribution  
**MERCHANDISE**  
 Experienced Organization and Equipment for  
**MOVING, PACKING and STORING**  
**HOUSEHOLD GOODS**  
 Modern Buildings, Sprinklered, Private Siding ICCR Co.,  
 Low Insurance Rate  
**MOTOR TRUCK SERVICE**

## JEFFERSON CITY, MO.

R. E. Dallmeyer Fred Franken  
**COLE MOTOR SERVICE, Inc.**  
 Central Missouri's only Fireproof Warehouse  
 Moving - Packing - Crating - Storage  
 Transportation—Warehousing  
 Daily freight service to 100 Central Missouri towns South of the  
 Missouri River.  
 Member of N.F.W.A.—Mo.W.A.—A.V.L.—A.T.A.

## JOPLIN, MO.

**SUNFLOWER LINES, INC.**  
 Successors to Tonnies Transfer & Storage Co.  
 1027-41 Virginia Ave. Joplin, Mo.  
 Distribution and storage of merchandise  
 Fireproof warehouses—Motor van service  
 On railroad siding—Lowest Insurance rates  
**PACKING—STORAGE—SHIPPING**

## KANSAS CITY, MO.

In Kansas City  
*it's the* **A-B-C FIREPROOF WAREHOUSE CO.**  
 Distribution Cars are so handled as to  
 carefully safeguard your own interests  
 and those of your customers.  
 Three Fireproof Constructed Warehouses  
 Member of N.F.W.A. Agents, Allied Van Lines, Inc.

## KANSAS CITY, MO.

Merchandise Storage - Low  
 Insurance Rates - Pool Car  
 Distribution - Freight For-  
 warders and Distributors  
 via rail or daily motor ser-  
 vice to entire Southwest.  
 MEMBER OF  
 American Chain of Ware-  
 houses  
 American Warehousemen's  
 Association - Traffic Club  
 Chamber of Commerce  
**ADAMS**  
**TRANSFER & STORAGE CO.**  
 "Surrounded  
 by the  
 Wholesale  
 District"  
 UNION  
 TRUCK  
 TERMINALS  
 228-236  
 West Fourth St.

## KANSAS CITY, MO.

50TH YEAR  
**CENTRAL STORAGE CO.**  
 Efficient, Complete Merchandise Warehousing Service  
 Office—1422 ST. LOUIS AVE.  
 (West 10th Street)  
 In Center of Wholesale and Freight House District

## KANSAS CITY, MO.

Financing  
**CROOKS TERMINAL WAREHOUSES**  
 "Kansas City's Finest Warehouses"  
**LOWEST INSURANCE RATES**  
**BEST RAILROAD FACILITIES**  
**IN THE HEART OF THE FREIGHT**  
**HOUSE AND WHOLESALE DISTRICT**  
 Operating  
 Brokers' Warehouse, Security Warehouse, Terminal  
 Warehouse

## KANSAS CITY, MO.

**MERCHANDISE WAREHOUSES, Inc.**  
 St. Louis Ave. & Mulberry St.  
 Operating 240,000 sq. ft. fireproof sprinkler  
 equipped space; 14-car sidings; insurance  
 rate 10.4; dockage for 30 trucks; free switch-  
 ing, free pickup and delivery to and from  
 freight houses; local, regional and storage-  
 in-transit service; space and offices for rent  
 Field Warehousing. Financing.

thus dividing the shipment into four parts to limit the liability on each van. The move consisted of forty-nine large and small paintings which included examples of such artists as:

Gainsborough, Romney, Constable, Laurence, Raeburn, Sir Joshua Reynolds, Turner, Hopper, and Holbein from the British school of painting. From the Dutch school are canvases by Rembrandt, Ruysdael, Franz Hals, Robbema, and Guyp. Reubens and Van Dyke are among the Flemish painters represented, and Corot, Claude Lorraine, Millet, Poussin, Watteau, Rosseau, and Meissonier fill the French section. In the Italian group are Leonardo da Vinci, Titian, Tintoretto, del Sarto, Reni, Raphael, Veronese, Cellini, Botticelli, and Correggio, while among the Spanish artists represented are Murillo, Velasquez, El Greco, Goya, and Ribera.

The paintings were originally assembled by William J. Hole, one of Los Angeles' pioneer residents.

University officials expressed themselves as being very well pleased with the manner in which the move was handled, and the fact that there was not the slightest damage and that the men were courteous and helpful in their collaboration with the University people supervising the move.—Gidlow.

### Storage Rates Reduced on Government Loan Cotton

The Department of Agriculture, Washington, D. C., has announced that, effective Nov. 1, 1939, the maximum rate approved by Commodity Credit Corp., for storing and insuring cotton already under loan or held by the Government, would be 12½ cents per bale per month.

Provisions of the contract submitted to the warehousemen on Oct. 7, stipulated that the 12½-cent rate would become effective on Aug. 1, 1939. After a conference with warehousemen and officials of the C.C.C., an understanding was reached that an addition would be made to the contract to provide for a rate of 15 cents per bale per month for the 3-mo. period August, September and October, 1939. Another addition to the contract previously submitted would protect the investment of warehousemen in the compression of cotton, prior to Oct. 15, normally shipped by rail under rates that make compression necessary. All rates include fire insurance for the full market value of the cotton.

Commodity Credit Corp. will execute acceptance of the contracts, and insert the additions described above, and in any instance in which signed contracts are not received by the corporation it will be necessary to move the cotton to warehouses at concentration points where lower rates are available.

Under the new cotton storage program a saving of approximately \$10,000,000 per year will be made for cotton producers and the Government in carrying charges. This does not include a saving to cotton producers of approximately \$2,250,000 on their 1938 loan cotton as a consequence of the reduction of the interest rate, recently announced, from 4 to 3 per cent on C.C.C. loans effective Nov. 1.

The maximum 12½-cent rate is applicable only to cotton from the 1938 and earlier crops.

### Sloan, St. Louis, Adds Space

Sloan's Moving & Storage Co., St. Louis, Mo., has purchased a lot, 50 by 190 ft., at 1165 Hodiadmont Avenue, as a site for an addition to its warehouse occupying adjoining ground on the north.

### SITUATION WANTED

A man thoroughly acquainted with new furniture buying and sales would like a position in the Metropolitan area to take charge of the new and used furniture department of a storage warehouse.

Address Box K 441, DandW, 249 West 39th St., New York

## KANSAS CITY, MO.

Member—A.W.A.

**W. E. Murray Transfer & Storage Co.**  
Pool car distribution - Financing of Stocks  
Modern Fireproof buildings on switch track  
Shipments forwarded without drayage charge  
**Kansas City's most advantageous warehouse locations**  
Main Office: 2019 Grand Avenue See listing for details  
Agent, Greyvan Lines, Inc.

## KANSAS CITY, MO.

Established 1903

**THE ONLY WAY  
TRANSFER &  
WAREHOUSE CO.**  
1400-10 St. Louis Ave.  
**POOL CAR  
DISTRIBUTION**  
Our Specialty  
Two Merchandise Warehouses — Cartage

## KANSAS CITY, MO.

Established 1926

**THE H. H. SMITH STORAGE CO.**  
1015-19 Mulberry St.  
Merchandise Storage—Drayage—  
Pool Car Distribution  
Private sidings U.P. and C.B.&Q. Rys.

## KANSAS CITY, MO.

Morris M. Stern, Pres. & Treas.  
Norman J. Sipe, V. P. & Secy.

**WALNUT WAREHOUSE, Inc.**  
2020-24 Walnut St.

"Right in the Midst of Business"  
Most modern warehouse in Kansas City with excellent facilities for  
efficient service.  
Catering to national accounts.  
MEMBER: A.W.I., M.W.A., K.C.W.A.

TRAFFIC  
MANAGERS SAY

"We feel that Traffic Managers and Executives  
over the entire country owe D and W and its Editor  
an everlasting debt of gratitude for sponsoring the  
movement for the legalization and professionalization of  
Traffic Management. In sponsoring this movement and  
creating an interest that will carry it through to completion  
on a national basis, D and W has performed a service to  
its readers and to the whole business world that is of inestimable  
value. Another great service performed by D and W in  
sponsoring this movement is in making the business executive  
TRAFFIC CONSCIOUS."

## Waterways and Terminals

(Continued from page 21)

of the shipbuilders in Holland, arrived in Chicago in  
November on its maiden westbound voyage. The Prins  
Willem III will be the first motorship operating in  
regular general cargo trade between Great Lakes ports  
and Europe. The vessel has a speed of 14½ knots  
supplied by Diesels generating 1,800 shaft horsepower.  
All auxiliaries are electrically operated including cargo  
winches, steering gear and anchor winch.

The vessel is equipped with eight booms, two of 5-ton  
capacity and six of 3-ton capacity. On a maximum  
Great Lakes draft of 14 ft. the Prins Willem III will  
carry 1,830 tons including bunkers, while on a maximum  
ocean draft of 18 ft. it can load 2,800 tons including  
bunkers.

The Prins Willem III is the fifth vessel in the Oranje  
Line fleet operating between Great Lakes ports and  
the European continent. The Lakes Overseas Shipping  
Co. is general agent for the line.

## Vessels for Cash and Carry

Cash-and-carry revision of the American Neutrality  
Act will find a substantial fleet of Canadian-owned  
Great Lakes vessels ready to move munitions and war

## ST. LOUIS MO.

Merchandise Storage and  
Pool Car Distribution.

**RUTGER STREET  
WAREHOUSE, INC.**  
MAIN & RUTGER STS.

200,000 Sq. Feet of Service  
BONDED Low InsuranceTrack Connections with All  
Rail and River Lines.Offices:  
New York  
Murray Hill 9-7645Chicago  
Franklin 6263

## ST. LOUIS MO.

Most modern warehouse set-up in St. Louis

Lowest Insurance Rates Twenty-five acres of space  
Consolidated freight depot in our building, serving all 15  
eastern, western, southwestern trunk lines.  
Covered railroad docks, capacity 100 cars daily.  
Spacious truck docks facing wide streets to speed up service  
locally and beyond.  
State and U. S. Custom bonded.  
Twenty floors office space in connection.  
Our prices comparable with other warehouses in this terri-  
tory.  
Storage available on lease or tariff basis.

**ST. LOUIS MART INC.**

Warehouse Division.

12th Blvd. at Spruce St. St. Louis, Mo.

## ST. LOUIS, MO.

**"SERVICE THAT EXCELS"**

Six warehouses in metropolitan St. Louis for your distribution.  
Our facilities include a warehouse in East St. Louis, Illinois, ideal for  
serving the large territory on the East Side.  
Dock facilities at Warehouse No. 6, located on Mississippi River—  
Exclusive with us in St. Louis.  
Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1.  
U. S. Customs Bonded and Tax Paid Space under same roof.  
Complete Distribution Service—Low Insurance Rates.

Your inquiries will be given prompt attention.

**ST. LOUIS TERMINAL WAREHOUSE CO.**

826 Clark Avenue St. Louis, Mo.

## SEDALIA, MO.

FRANK MIDDLETON, Owner &amp; Mgr.

**Middleton Storage and Moving Co.**

Lamine St. and Mo. Pacific Tracks

Commercial and Household Goods Storage  
Pool Car Distribution. Private Lockers

Member of N.F.W.A.—Mo. W.A.—Agent for Allied Van Lines



## MISSOULA, MONT.

Distribution Center for Western Montana

**REELY'S**General Storage  
and  
Freight TerminalMEMBER OF  
A.W.A.  
N.F.W.A.  
MONT. T. & S. A.  
O.M.F.G. LISTING

Distribution Specialists for 35 Years

The largest institutions are generally  
the largest advertisers — advertising  
made them large.

For the convenience of shippers, this section is arranged geographically

## HASTINGS, NEBR.

MEMBER 1876 **BORLEY'S** 1939  
**Storage & Transfer Co., Inc.**  
 Pool Car Distribution  
 FIREPROOF BONDED  
 STORED OR SHIPPED

## LINCOLN, NEBR.

**UNION TERMINAL WAREHOUSE**  
 Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.  
**COMPLETE WAREHOUSING SERVICE**  
 Member  
 American Warehousemen's Association

## OMAHA, NEB.

R. J. MAYER, PRESIDENT  
**CENTRAL STORAGE & VAN CO.**  
 MAIN OFFICE . . . 1101-13 JACKSON ST.  
**COMPLETE WAREHOUSING SERVICE**  
 FIREPROOF WAREHOUSE . . . TRACKAGE . . . MOTOR TRUCKS

## OMAHA, NEB.

**FORD BROS. VAN & STORAGE COMPANY**  
 1024 Dodge Street Omaha, Nebraska  
 Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinklered—Low insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cold Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.  
 Member of N.F.W.A. and A.W.A.  
 Represented by **ALLIED DISTRIBUTION INC.**  
 NEW YORK 11 WEST 42ND ST. PH. 6-0946 CHICAGO 1525 NEWBERRY AVE. MO. 3538

## OMAHA, NEB.

**GORDON**  
 Storage  
 Warehouse, Inc.  
*Merchandise and Household Goods*  
 Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.  
 Main Office, 219 N. 11th St.  
 Member: A.W.A.—N.F.W.A.  
 Agents for Allied Van Lines, Inc.

## OMAHA, NEB.

Member: American Chain of Warehouses, Inc.  
**KNOWLES STORAGE CO.**  
 901-911 Davenport St.  
 MERCHANDISE — HOUSEHOLD GOODS  
 Complete Warehousing and Distribution Service.  
 Fireproof Building . . . Trackage . . . Motor Trucks

## MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for Complete Service in New Hampshire  
**McLANE & TAYLOR**  
 Bonded Storage Warehouses  
 Offices 624 Willow St.  
 General Merchandise Storage & Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities.  
 Pool Car Distribution  
 Direct R. R. Siding, Boston & Maine R. R.

## HACKENSACK, N. J.

RUTHERFORD, N. J.  
**GEO. B. HOLMAN & CO., Inc.**  
 STORAGE SHIPPING PACKING  
 HOUSEHOLD GOODS  
 Most Modern Equipment in North Jersey  
 Motor Vans for Local and Long Distance Moving  
 Operating Holman Warehouses  
 Members N. J. F. W. A. and N. F. W. A.  
 Agent: Allied Van Lines, Inc.

## HOBOKEN, N. J.

**HOBOKEN DOCK CO.**  
 General Offices: No. 1 Newark St.  
 General Merchandise Storage and Distribution  
 Piers—Railroad Sidings—Factory Space  
 Correspondence Invited

## NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.  
 PACKING! MOVING! STORAGE!  
 —dependable since 1860—  
**KNICKERBOCKER**  
 STORAGE WAREHOUSE COMPANY  
 96 to 106 ARLINGTON STREET 74 to 76 SHIPMAN STREET  
 Wm. R. Mulligan, Pres. James E. Mulligan, Sec'y and Mgr.

supplies to the Allies. Of the 204 steel steamers and motorships operated under Canadian registry on the Great Lakes, 150 are of a size to navigate the St. Lawrence canals and hence are available for overseas trade. This is in sharp contrast to the situation at the start of the World War, when Canada had virtually no canalized lake ships, and in 1915-16 some 274 American ships of 683,770 tons capacity were sold to Canadian buyers. It is expected that the only possible sales of American vessels to Canadian operators will be for upper lakes traffic.

## Puget Sound-Alaska Line

The Milwaukee and Alaska Line has been organized with offices in the Pioneer Bldg., Seattle, Wash. Two large freight steamers and a large power barge will start the service. Sailings from Seattle, every second Wednesday, will be from the Bell Street dock of the Port of Seattle. The southbound journey from Juneau will include a stop at Sitka.

B. C. Johnson, formerly with the Alaska Railroad and the Chicago, Milwaukee, St. Paul and Pacific Railroad, is president.—*Littelljohn.*

## Finland-U. S. Seen Maintaining Trade

Business intercourse between United States and Finland has been and still is being maintained on a pre-war basis despite blockades, submarines and the Finnish government's preoccupation at the moment with demands of the Soviet government, Holger R. Sumelius, managing director of the Finnish Paper Mill Assn., said. Mr. Sumelius, now calling on business connections here, saw no reason to believe that serious interference with Finnish-American trade would occur in the future.

President Roosevelt's proclamation ordering American registry ships to keep out of defined danger zones, he said, would necessitate a shift in shipping arrangements since much of Finland's exports have customarily been shipped in American bottoms, but such a shift, he thought, could be made without impairment of export service.

Mr. Sumelius, a stocky, fair-haired, blue-eyed Nordic, became head of the Finnish paper mills group a year ago, succeeding H. J. Procope, who is now Finland's Minister to the United States.



About 85 per cent of Finland's industrial activity, according to the visitor, has to do with timber or timber products. The chief export item is newsprint paper. United States is the principal customer but some newsprint is sold to forty or more nations.

The Finnish Paper Mills Assn. shipped out seventy cargoes of newsprint in September, he said, and maintained a similar level in October. The association, whose membership include, all but one important producer of paper in Finland, is represented in the United States by Jay Madden & Co.

### Lake Vessels Record Season Of Slack Trade

The prosperity that lake shipping is enjoying on the American side is not reflected among Canadian steamship companies, representatives of those firms stated. A rather lethargic season draws to a close while enthusiastic reports come from Detroit that everything afloat is out and doing well.

There are several factors involved in the Canadian situation, but the main thing is—the wheat is not moving. Canadian prices are high, and ocean tonnage is scarce.

Another reason why the lake ships are not doing well is that there are few westbound cargoes. Ships are forced to get as far as Lake Erie before they can get freight going upstream. What coal is to be found, in Oswego, Sodus and other American Lake Ontario ports is coming to Montreal.

The fact also that the Canadian lake ships are tied up with grain contracts to the end of the season would prevent their participation in war material freight—if any—from American ports.

On the other hand, shipping men in Canada reflect the optimism of their confreres in Detroit, when they claim that shipping records will be made this year on the Great Lakes. They said that every hull that can get up steam safely and float a cargo has been in operation, reflecting the war-inspired business upsurge.

Schedules insure the continuance of the pressure until the ice shuts off navigation. Unemployed capable seamen simply do not exist.

Iron ore carriers laid down more than 9,000,000 tons on Lower Lake docks in October, the best month since 1937 and topping September's record of 7,865,000 tons.

Upbound coal shipments for October topped 6,000,000 tons for the fourth consecutive month, shattering previous records for a like period. Six million-ton months are rare. Four in succession have not been heard of.

Oil tankers are operating at capacity, automobiles are moving in volume and limestone shipments continue at peak.

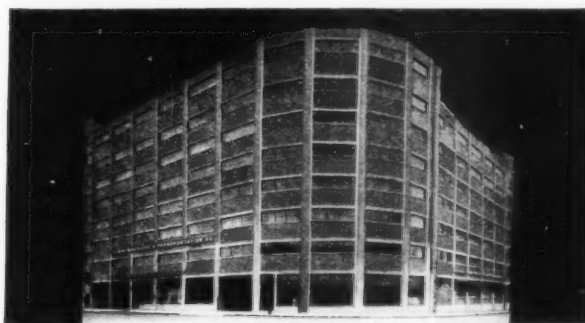
"It's the best Fall that the boats have had in many a year," Harry Brown, of the Great Lakes Transit Corp. explained. "Despite four extra boats, we have found it a problem to keep up with package freight and automobile schedules. The volume of foodstuffs also is heavier."

Every known carrier had scheduled operations up to Nov. 30, the deadline on shipments covered by marine insurance, and most of them plan to avail themselves of extensions at higher rates, which will permit operation of fleets up to departures of Dec. 12. Some even have hinted at Lower Lake winter-time operations if the weather is encouraging.

October was the heaviest month of Detroit River marine movements in 7 or 8 yrs., J. W. Westcott, of the Westcott Marine Reporting Agency, said. Ore shipments were especially heavy. Except for two or three ships in drydock, every seaworthy craft was operating at a capacity. The upturn began in August and gained momentum in September, Westcott said, reflecting not only preparedness for war demand and anticipation of neutrality act changes, but also a natural business upswing.

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 ject-matter therein which will prove very enlighten-  
 ing to those progressive individuals who are interested  
 in the great accomplishment of the manufacturing  
 and industrial fields of today."

**Shipments Of Ore Large**

The Lake Superior & Ishpeming Ry. dock at Mar-  
 quette, Mich., reports that it shipped more ore during  
 September than was loaded at the same period a year  
 ago. Tonnage figures released by W. F. Morgan, dock  
 supt., showed the dock loaded 687,419 tons into Lake  
 steamers during the month of Sept. compared with  
 202,235 tons shipped in the same period last year. This  
 figure brings 1939's total ore shipments to 2,416,468  
 tons, more than four times the 650,788 tons carried  
 down the Lakes by Oct. 1, 1938. September shipments  
 were only about 50,000 tons below the all-time monthly  
 record at the dock, set in August of 1937.

**Steel and Scrap Carriers Busy**

Steel and scrap carriers on the Great Lakes experi-  
 enced a busy Fall windup of the navigation season, as  
 a result of 90 per cent of capacity operations in the  
 steel industry. All of the steel and scrap carriers were  
 in operation, and some smaller bulk freighters were  
 shifted to the trade for scattered cargoes. Cleveland is  
 one of the leading ports with heavy arrivals of scrap and  
 clearances of steel cargoes. Recently, some pig iron  
 was shipped into Cleveland harbor.

**N. Y. Barge Canal Traffic May  
Reach All-Time High**

The New York State Waterways Assn. indicated that  
 tonnage carried on the barge canal this year may reach  
 an all-time high "due to an exceptional activity that  
 has developed during the last several months."

The previous all-time high was in 1936 when 5,014,206  
 tons were carried on the canal. This year the canals  
 closed Nov. 25, and up to Oct. 15, 3,422,211 tons had  
 been recorded which is more than 100,000 tons ahead of  
 the same date last year.

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**Adverse Report On Canal**

The War Department said recently that Army engineers had submitted an adverse report on a proposal to deepen the New York State Barge Canal from Three Rivers to the western terminus at Buffalo.

The department said the principal grounds on which the unfavorable report was made were that the annual cost of the proposed improvement would exceed the estimated annual benefits.

Army engineers now are supervising a \$27,000,000 improvement of the canal from the Hudson River to Three Rivers and connecting with the Great Lakes at Oswego.

**Soo's Traffic At Peak Since 1928**

Belief that war cargoes would boost movement of freight through the Sault locks to 65,000,000 or 70,000,000 tons this year was expressed by lock authorities after increased October traffic.

During October, 12,352,986 tons of freight moved through the locks, largest October total since 1928.

Movement of iron ore and wheat lifted the freight total for the shipping season thus far to 58,458,958 tons. There was no letup in the swift pace of interlake traffic despite the onset of colder weather.

Virtually every available vessel on the lakes was occupied hauling ore and grain from the upper lake region to lower Great Lakes' ports. Total tonnage moved in October was nearly three times that of Oct., 1938, the monthly summary showed.

New model automobiles also were being shipped to the northwest in great numbers by lake carferries. During October, 3,624 were moved to the upper lakes, the largest number since June.

**Foreign Lines Profit by Neutrality Act**

A survey of the port of Baltimore, Md., reveals that foreign-flag steamship lines stand ready to replace every profitable American-flag service to Europe and the United Kingdom that is abandoned as a result of the Neutrality Act. The first step in that direction was taken by the Isbrandtsen-Moller Line, which operates a fleet of vessels under the Danish flag.

The line has instituted a service out of Baltimore

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George S. Hinkins, head of the Hinkins Steamship Agencies, Inc., local agents for Isbrandtsen-Moller Line, visited New York to work out details of the operating schedule with officials of the line.

The news of the plans of the Danish interests came shortly after announcement of the allocation of new vessels, built for the Maritime Commission, to South American and Indian runs out of North Atlantic ports. These new freighters were specially built for trans-Atlantic service.

At the same time ships of foreign registry, it is pointed out, are prepared to take over business developed by American steamship lines over a long period of years. Other foreign ships are being withdrawn from operations in hazardous waters to compete with American vessels running to Latin America.—Ignace.

**Pacific Coast-European Rates Again Increased**

The third increase in minimum rates on freight shipments to Europe from the Pacific Coast since opening of the European war went into effect Nov. 1. The Pacific Coast European Conference announced new minimum rates of \$20 per ton on a contract basis and \$23 under the regular tariff. Former minimum was \$15, and the total increase since the war began ranges up to 75 per cent. All space booking contracts made Oct. 12 or thereafter for vessels loading on or after Nov. 1 were affected by the tariff revision. Ports of belligerents were not named in the increase, special and varying rates applying to them.

Increase to ports of Norway, Denmark and Sweden now carry a total increase of 70 per cent. Mediterranean ports shipments bear a 75 per cent rise in rates. A special increase of 60 per cent was applied to dried peas shipments to Norway. The rate to terminal ports on this item, Pacific Coast increases of which have moved upward heavily, is \$1.20 per 100 lbs.—Herr.

Recognizing the absence of war risk on the Pacific, three Latin-American steamship conferences have an-

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nounced cancellation of intention to increase rates. They are the Pacific Coast-West Coast of South America, Pacific Coast-Caribbean Sea Ports conferences, and the Central American Pacific Coast Assn. At the outbreak of war, these conferences warned shippers they were considering rate increases.—Herr.

### 14 Vessels Sold to Brazil

The Moore-McCormack lines office in Baltimore has announced the sale of fourteen vessels to Brazil for \$3,500,000. The sale is part of a long-range program for developing and expanding operations of the lines in East Coast-South American trade. Construction of fourteen new ships by the American concern is called for in the program. Six of the C-2 type and one C-3 cargo type liner, have already been launched by the concern and three more of the C-3 cargo type are scheduled to be launched in the next 3 mos. and four more ships of the C-3 type are scheduled for launching in 1940.

A construction cost of \$40,000,000, it is said, is represented in the building program.

The sale of the vessels is considered an important step in the development of the good-neighbor policy between the United States and the Brazilian republic. Transfer of the vessels to the Brazilian Government has been approved by the United States Maritime Commission. The transfer of these ships from American to Brazilian ownership will make the merchant marine of Brazil much more powerful than it has been, it is stated, and will make it possible for Brazil to transport a large share of her foreign trade.—Ignace.

### German Cargo at Los Angeles

Docking of the motor ship Cellina on Nov. 7 marked the first arrival of a German cargo at Los Angeles Harbor since the outbreak of hostilities in Europe. The cargo primarily was made up of a large consignment of Christmas tree ornaments. The Cellina, an Italian vessel, transshipped the cargo from a German liner, tied up in a Latin American port, it was announced.—Herr.

(Continued on page 72)

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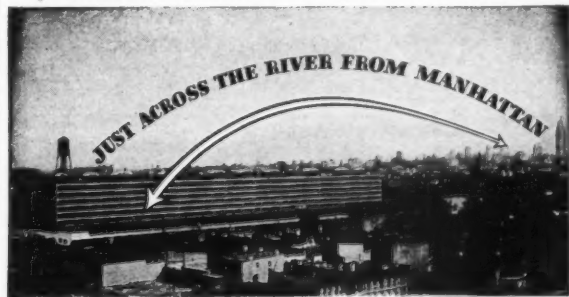
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MANAGERS SAY

"For nearly ten years previous to your first article, much talk but little action took place. In less than six months after you took up the banner, over 35 States have been enrolled in the crusade. I feel that you are indeed to be complimented for the campaign that you have conducted."

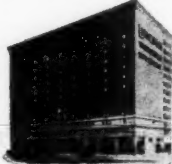
For the convenience of shippers, this section is arranged geographically

Capital over \$3,000,000

# LINCOLN

WAREHOUSE CORPORATION  
SAFE DEPOSIT COMPANY

FOR  
OVER  
A  
HALF  
CENTURY



STORAGE  
MOVING  
PACKING  
SHIPPING

Lift Van shipments to all parts of the world  
Pool Car Distributors

HOUSEHOLD FURNISHINGS  
WORKS OF ART, COLLECTIONS, LIBRARIES  
SILVERWARE  
SAFE DEPOSIT BOXES FOR JEWELRY AND VALUABLES  
PIANOS  
CARPETS AND RUGS  
AUTOMOBILES  
COLD STORAGE OF FURS, TAPESTRIES, LINENS, WOOLENS,  
DRAPERIES

THIRD AVENUE, BETWEEN 69th and 70th STREETS  
NEW YORK CITY  
Telephone RHineclander 4-6126

## NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding  
from an Ultra-Modern Free and Bonded  
Warehouse.

**IDEALLY LOCATED**  
IN THE VERY CENTER OF NEW YORK CITY  
Adjacent to All Piers, Jobbing Centers  
and The Holland and Lincoln Tunnels

Unusual facilities and unlimited experience in forward-  
ing and transportation. Motor truck service furnished  
when required, both local and long distance. Lehigh  
Valley R.R. siding—12 car capacity—in the building.  
Prompt handling—domestic or foreign shipments.

**MIDTOWN WAREHOUSE, INC.**

Starrett Lehigh Bldg.  
601 West 26th St., N. Y. C.

Represented by Associated Warehouses, Inc.—New York City and Chicago

## NEW YORK, N. Y.

## THE NATIONAL COLD STORAGE CO., INC.

Operating Warehouses for Storage of Perishable Food Products  
**DISTRIBUTION FACILITIES—BONDED AND FREE**  
Brooklyn Warehouse Adjacent to Pier and Wharf Accommodations  
BROOKLYN, 66 Furman St. JERSEY CITY, 176 Ninth St.  
Fulton Terminal—N. Y. Dock Railway Erie Railroad—Storage-In-Transit  
General Offices: 19 HUDSON ST., NEW YORK. Walker 5-6743

## NEW YORK, N. Y.

**NEW YORK DOCK COMPANY**  
Executive Offices—44 Whitehall St., New York, N. Y.

Free and Bonded Warehouses  
Manufacturers and Distributors space for lease  
Piers and Wharves  
Railroad Connections  
Licensed by Cocoa, Cotton, Coffee and Sugar  
Metal and Rubber Exchanges.  
Member: A.W.A.—W.A.P. N.Y.—N.Y.S.W.A.—N.Y.W.W.T.

## NEW YORK, N. Y.



## SANTINI BROS., INC.

Serving Greater New York and All Points in Westchester  
County

**MOVERS—PACKERS—SHIPPERS**

General Offices: 1405-11 Jerome Ave.—Tel.: JEROME 6-6000

Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

## STARRETT-LEHIGH BUILDING



*Outstanding* as its dominance over New York's West  
Side midtown skyline, the STARRETT-LEHIGH BUILDING  
offers the manufacturer and distributor superior advantages:

- Lehigh Valley R. R. freight terminal on street level;  
elevators direct to rail yard platform
- Truck elevators to all floors, affording street floor  
facilities throughout
- Floor areas, 52,000 to 124,000 sq. feet. Smaller  
units may be leased
- High safety standards—low insurance rates
- Live steam for manufacturing purposes
- Fast passenger elevators; restaurant; barber shop

**INVESTIGATE**—learn what satisfied, nationally-known occupants are  
doing at the

### Starrett-Lehigh Building

West 26th—West 27th Sts.—11th to 13th Avenues

D. R. CROTSLEY, Manager, 601 West 26th Street  
Telephone: CHickering 4-5520

## NEW YORK, N. Y.

## State Warehouse Co., Inc.

GENERAL OFFICES 541-545 W. 34th St.  
General Merchandise Storage and Distribution  
in the Center of the Metropolitan Area  
Fireproof Buildings—Low Insurance Rate—Immediately  
Adjacent to New York Central R. R.—Penna. R. R.—  
Lehigh Valley  
Member N.Y.S.W.A.—P.N.Y.A.

## OSWEGO, N. Y.

## OSWEGO NETHERLAND CO., INC.

Fruits  
Vegetables  
Condensed Milk  
Almonds  
Eggs  
Beer

Modern cooler facilities with ventilation and humidity  
control. Temperature range, 32-50. Storage-in-transit  
privileges on onions, condensed milk. Branch office  
and showroom space.

10-Car Private Siding  
Free Switching  
West Seneca St.

U. S. Warehouse Act Bonded  
Member of NYSR  
H. B. Lasky Treas. & Gen. Mgr.

TRAFFIC  
MANAGERS SAY

"You should have the whole-hearted  
gratitude of all Traffic Men for having  
taken hold of this project in such an effi-  
cient and effective manner."



## Economy in Modern Distribution

(Continued from page 23)

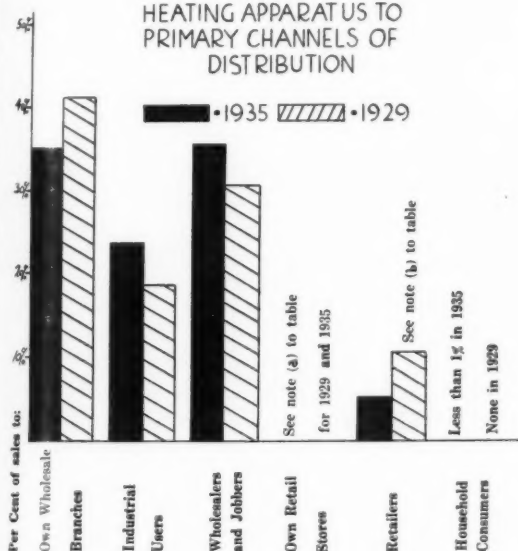
first sales of these products are made direct to industrial users by manufacturers.

Industrial users buy direct for various reasons:

1. An industrial user may be in a position to purchase in large volume and so obtain lower prices from the supplier. Or, on the other hand, this buyer may

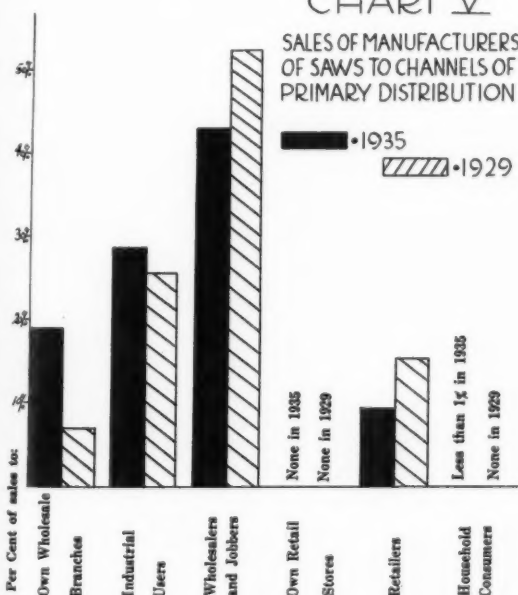
### CHART IV

SALES OF MANUFACTURERS OF STEAM AND HOT WATER HEATING APPARATUS TO PRIMARY CHANNELS OF DISTRIBUTION



### CHART V

SALES OF MANUFACTURERS OF SAWS TO CHANNELS OF PRIMARY DISTRIBUTION



buy in small quantities but because of his connections think he is getting a lower price.

2. Many industrial materials, in particular, are bought on the basis of long-term contracts, in which

#### ROCHESTER, N. Y.

##### George M. Clancy Carting Co., Inc.

Storage Warehouse  
Main St., East at Circle St.  
General Merchandise Storage - Distribution  
Household Goods Storage - Shipping  
Pool Cars Distributed and Reshipped  
Direct R. R. Siding N. Y. Central  
In the Center of Rochester

#### SCHENECTADY, N. Y.



##### Schenectady Storage and Trucking McCormack Highway Transportation

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution  
Pool Car Distribution Household Goods  
Storage and Moving Long Distance Trucking

#### SYRACUSE, N. Y.

##### Better Service in Rich Upstate New York

Save time, give better service, make more profits by using our complete warehouse and delivery service. Daily store-door delivery in this rich market.



Write for details.  
Member: ACW, MayWA.

Great Northern Warehouses, Inc.  
348-360 W. Fayette St., Syracuse, N. Y.

#### SYRACUSE, N. Y.

DISTRIBUTION  
MOTOR FREIGHT LINES  
PRIVATE RAIL SIDINGS

## KING

STORAGE WAREHOUSE, INC.  
SINCE 1897  
COMPLETE MERCHANDISE AND HOUSEHOLD GOODS STORAGE SERVICES

Represented by  
DISTRIBUTION SERVICE, INC.

Members:  
A.W.A.—N.F.W.A.—A.V.L.

#### UTICA, N. Y.

##### BROAD STREET WAREHOUSE, INC.

Complete Warehousing  
Service  
General Merchandise — Cold Storage  
Heated Storage  
Private Siding and Motor Freight Terminal  
Daily Trucking Service to all  
Points in New York State

#### UTICA, N. Y.

Established 1916

##### Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton-Specializing in Textiles, Alkalies, Denatured Alcohol, Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

#### WHITE PLAINS, N. Y.

##### J. H. EVANS & SONS, INC.

Office & Warehouse: 107-121 Brookfield St.

Household Goods Moving, Storage, Packing, Shipping

Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

For the convenience of shippers, this section is arranged geographically

## CHARLOTTE, N. C.

**AMERICAN STORAGE & WAREHOUSE CO.**  
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE  
RAILROAD SIDING.

ESTABLISHED 1908

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

## CHARLOTTE, N. C.

Bonded Fireproof Warehouse

**UNION STORAGE & WAREHOUSE CO., Inc.**

20 Private Offices—1000-1008 West Morehead St.—Insurance Rate 25c

**MERCHANDISE STORAGE — POOL CAR DISTRIBUTION**

Member

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. NEW YORK 6-0065 1515 NEWBERRY AVE. MON. 5531

Member

A.W.A.

May W.A.

## CHARLOTTE, N. C.

**MERCHANDISE STORAGE**

Pool Car Distributors—Low Ins. Rate

**WARREN TRANSFER & STORAGE CO.**

1900 So. Boulevard Charlotte, N. C.

RATES ON REQUEST

## RALEIGH, N. C.

**CAROLINA STORAGE & DISTRIBUTING COMPANY****MERCHANDISE STORAGE  
POOL CAR DISTRIBUTION**

Private Siding

Motor Freight Line

Members

A. W. A.

A. CHN. WHSES.

## RALEIGH, N. C.

**RALEIGH  
BONDED WAREHOUSE, Inc.**

Efficient Distribution and Warehousing

175,000 Square Feet Space

Sprinklered

Members A.W.A., M.W.A.

## WILMINGTON, N. C.

FIREPROOF WAREHOUSE

**FARRAR TRANSFER & STORAGE WAREHOUSE**

1121 South Front Street

Household Goods — Merchandise

Long Distance Moving — Pool Car Distribution

Private Siding, A. C. L. Railroad Co.

Members, N. F. W. A. — A. T. A.

## FARGO, N. D.

**Union Storage & Transfer Company**

FARGO, N. DAK.

General Storage—Cold Storage—Household Goods  
Established 1906Three warehouse units, total area 161,500 sq. ft.; of this 29,320 sq. ft.  
devoted to cold storage. Two buildings sprinkler equipped. Low in-  
surance costs. Spot stocks, Pool car Distribution. Complete warehouse  
services. Fargo serves North Dakota and Northwestern Minnesota.

Offices 806-10 Northern Pacific Ave.

AWA-NFWA-MNWWA-ACW

## GRAND FORKS, N. D.

AWA—NFWA—MNWWA

**COMPLETE  
BRANCH OFFICE  
FACILITIES****Kedney****WAREHOUSE CO.**General Storage—Moving Household Goods  
Pool Car Distribution—Motor Freight  
Terminal

case dealing direct with the manufacturers is essential.

3. Through centralized purchasing, industrial users are in a position to purchase in larger quantities than any middleman could supply from stock.

4. Some products are not carried in stock by an industrial distributor or other middleman.

5. Buyers are often able to obtain more reliable technical data when dealing direct with suppliers.

6. Suppliers of products requiring installation service prefer to deal direct with users.

7. Those buyers who use specifications or maintain standardization policies require uniformity in make and type of products purchased and so buy direct.

8. The existence of reciprocal relations in buying and selling may make it necessary for industrial purchasers to deal directly with manufacturers.

Hand-to-mouth buying, as many manufacturers of products sold directly to industrial users have found, is not confined to retailers and wholesalers. Smart industrial purchasers realize that turnover of stocks of materials and supplies in their store rooms is just as important for the manufacturer as is turnover of finished products for merchants. Small-order buying for industrial users saves interest charges, avoids the possibility of being left with a stock of obsolete items and reduces costs of storage facilities at plants.

Much less is known regarding the cost of carrying materials and supplies in plant stock rooms than should be known. A study made a few years ago by Frank Parrish, supervisor of inventories of the United States Steel Corp. does, however, throw some light on the matter. This survey reveals that the actual cost of carrying stocks of materials which are not turned several times a year is as follows: Merchandise worth \$100.00 at the time of purchase costs \$37.50 to carry in stock 1 yr.; \$84.50 to carry in stock 2 yrs.; \$143.00 to carry in stock 3 yrs.; \$216.00 to carry in stock 4 yrs.; and \$310.00 to carry in stock 5 yrs. Therefore, at the end of 5 yrs., the \$100.00 worth of merchandise has cost \$410.00. In other words, the full cost of material and supplies to industrial users cannot be determined until they are actually used or liquidated in some way. As industrial users are perfecting their cost systems they are becoming fully aware of these costs and so are not buying in as large quantities as they used to. This is significant for the manufacturer selling direct to industrial users.

Modern industrial buying practices for many products makes it essential for manufacturers in the iron and steel and other industries, where direct sales to industrial users play an important part, to make use of the many facilities offered by public merchandise warehouses. The time when it was possible to make all shipments direct from factories to various types of industrial users, as well as to wholesalers or retailers, has gone and probably never will return, despite the increased rapidity of railroad freight services, store-door delivery and pick-up of less-than-carload freight, motor freight service and other improvements. Under present conditions it is necessary to speed up deliveries more than ever before. The creation of spot-stocks at well located points seems to be the way in which these speedier deliveries can be obtained. In some cases it has been found that the carrying of such stocks in merchandise warehouses costs very little because of the savings in the difference between carloads shipped to the warehouse and less-than-carload shipments to cus-

## AKRON, OHIO

**COTTER CITY VIEW STORAGE COMPANY**

70 Cherry St., Akron, Ohio  
Merchandise Storage.  
Pool Car Distribution.  
Household Goods Storage.  
Low Insurance.

## BELLEFONTAINE, OHIO

Standard Storage Rates  
BONDED

**BELLEFONTAINE WAREHOUSES Inc.**

Fireproof Building

Douglas Guardian Warehouse Corp.

WAREHOUSE RECEIPT SERVICE

Carter Ave.

Phone: Hilltop 1192

Private Siding N. Y. C.

## CANTON, OHIO

**CANTON STORAGE, Inc.**

FOURTH AND CHERRY N.E.

Merchandise, Household Goods, Cold Storage

U. S. Customs and Internal Revenue Bonded Warehouse No. 7  
Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.

Member: A.C.W.—MAY.W.A.—A.W.A.—O.F.A.A.—O.W.A.

## CANTON, OHIO

55,000 SQUARE FEET OF SPRINKLERED  
WAREHOUSE SPACE TO SERVE YOU

**SCHNEIDER STORAGE CO.**

CANTON, OHIO

Merchandise and Household Goods  
Stored and Distributed

tomers that would otherwise have to be made. And also, in industrial selling, delivery is a more important part of most transactions than many people realize. Spot-stocks in the right places mean prompt deliveries!

**Clancy Buys Pritchard Warehouse in Rochester**

George M. Clancy, of the George M. Clancy Carting Co., Rochester, N. Y., has purchased the property at 999 East Main St., formerly operated as the Pritchard Storage and Warehouse. The property gives Clancy approximately 108,000 sq. ft., with an 8-car siding on the N. Y. Central R.R.

Extensive alterations are to be made throughout the building, and the A.D.T. system is to be installed. The frontage on Main St. will be altered to accommodate shippers desiring branch office facilities. The rear will have a new entrance permitting a fleet of motor trucks to load and unload from the street. The basement is being re-designed for the U. S. Bonded warehouse department. It will be ready for occupancy Dec. 1.

Mr. Clancy is a Past Commander of the American Legion of N. Y. State.

**Pa. Sanctions****Food Stamp Procedure**

The Pennsylvania Department of Justice on Oct. 28 gave its sanction to the newest Federal plan for the distribution of surplus food to the needy in that State. Attorney General Claude T. Reno handed down an informal opinion permitting the Department of Public Assistance to requisition funds for participation in the U. S. Department of Agriculture food stamp plan, which was slated to begin in Pennsylvania, early in November, in the Allentown area.—*Lansing.*

## CINCINNATI, OHIO

**The Cincinnati Transfer Co.**

739 W. 6th Street

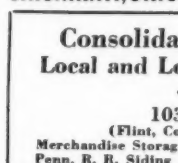
**WAREHOUSING****POOL CARS TRUCKING**

Let us reduce your distribution costs.

Member: Ohio Whsemen's Assn.



## CINCINNATI, OHIO

**Consolidated Trucking, Inc.**

Local and Long Distance Trucking —Storage

1035-55 Flint St.

(Flint, Cortland and Hoefler Sts.)

Merchandise Storage

Pool Cars

Penn. R. R. Siding

Inter-City Truck Depot



## CLEVELAND, OHIO

F. L. CONATY, Pres.

**CURTIS STORAGE & TRANSFER, INC.**

"STORE WITH CONFIDENCE"

Specializing in Merchandise Storage  
Pool Car Distribution—Bulk Tank Storage  
Operating Own Delivery Equipment  
Private Siding N.Y.C.R.R.

FRENCH & WINTER STS.

CLEVELAND, OHIO

## CLEVELAND, OHIO

**"The Three R's" In Modern Warehousing RESPONSIBILITY REPUTATION**

RELIABILITY — are found at

**THE GREELEY-GENERAL WAREHOUSE CO.**

Located in the New York Central Freight Terminal at Broadway and E. 15th St.

## CLEVELAND, OHIO

Now there are

**WATER, RAIL AND TRUCK FACILITIES**

**4 LEDERER TERMINALS**

Cleveland's Only Lakefront Public Warehouse with Direct Connecting R.R. Facilities Offices: FOOT OF E. 9th ST.

## CLEVELAND, OHIO

**DIRECT FROM FREIGHT CARS**

SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.

**LINCOLN STORAGE**

W. R. Thomas, Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

*For the convenience of shippers, this section is arranged geographically*



## CLEVELAND, OHIO

TEL. CHERRY 4170

**NATIONAL TERMINALS CORPORATION**  
1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on Cleveland's Water Front  
Most Economical Warehouse and Distribution Services  
VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH  
Cleveland's Largest Cold and General Merchandise Warehouse

## CLEVELAND, OHIO

**AT YOUR SERVICE**

- Eight modern warehouses
- Special storage facilities
- Low insurance rates
- Private switch facilities
- Quick deliveries

A warehouse in each major section of the city.

Exclusive Agent:  
Greater Cleveland  
for Aero-Mayflower  
Transit Co.

The **NEAL**  
STORAGE COMPANY  
CLEVELAND OHIO

## CLEVELAND, OHIO

**The OTIS TERMINAL WAREHOUSE**  
HAS THE FACILITIES  
TO MEET ALL OF YOUR NEEDS

Downtown location; Modern and fireproof; Low insurance rates;  
Enclosed docks and siding on Big 4 Railroad; Daily delivery service;  
Office and display space; Telephone accommodations; U. S. CUSTOM BONDED.

General Offices - - - - - 1340 West Ninth St.

## CLEVELAND, OHIO

IN ALL ITS RAMIFICATIONS STORAGE  
OF  
MERCHANDISE AND ITS DISTRIBUTION  
**RAILWAY WAREHOUSES, Inc.**

IN  
CLEVELAND, OHIO

Surpass Competition in This District  
FOR

**Facilities, Service and Security**

Fireproof Sprinklered Warehouses Most Centrally  
Located and Free from All Traffic Hazards  
and Congestion

Write for Details

Address 3540 Croton Ave., S. E., Cleveland, Ohio

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PH. 6-0960 1525 NEWBERRY AVE. MON 5532

## COLUMBUS, OHIO

**Cover OHIO from Columbus**

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

**Columbus Terminal Warehouse Company**  
55-85 Terminal Way Columbus, Ohio  
Established in 1882

## COLUMBUS, OHIO

Consign Your Household Goods Shipments to

**DAN EDWARDS at COLUMBUS**

Packing—Shipping—Storage—Local and Long Distance Moving—Steel  
and Concrete Warehouse—Private Siding



**EDWARDS TRANSFER AND STORAGE CO.**  
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

## COLUMBUS, OHIO

**THE MERCHANDISE WAREHOUSE CO.**

370 West Broad St.

Complete service for

MERCHANDISE STORAGE AND DISTRIBUTION

Private Siding — 14 car capacity

U. S. Customs Bonded

A.D.T. Service

Centrally Located

Modern Facilities

Members: A.C.W.—A.W.A.—O.W.A.

## COLUMBUS, OHIO

**The NEILSTON STORAGE CO.**

260 EAST NACHTEN ST.

Modern fireproof warehouse for merchandise—Low  
Insurance—Central location in jobbing district—  
Private railroad siding—Pool cars distributed.

## COLUMBUS, OHIO

J. W. PATTON

L. D. PATTON

**THE PATTON WAREHOUSE**

96 MAPLE ST.

Located in the heart of the wholesale district. Modern  
fireproof building for merchandise storage. Pennsylvania  
Ry. Siding — Local Distribution — Pool Car  
Distribution

## MARION, OHIO

**MERCHANTS TRANSFER & STORAGE CO.**

180 East Mill St., Marion, Ohio

Est. 1895

Strictly Fireproof warehouse for Merchandise and Household  
Goods. Lease Space. Cold Storage, Private Siding into ware-  
house. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

## SPRINGFIELD, OHIO

MEMBER

**WAGNERS SERVICE, INC.**

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for  
the storage and distribution of Household Goods and Mer-  
chandise—Motor Freight Service—Door to door delivery at  
Dayton, Springfield and Columbus daily.

Member of A. W. A.

**Waterways and Terminals**

(Continued from page 67)

**Large New Tanker Ordered**

By Atlantic Refining Co.

The Atlantic Refining Co., Philadelphia, has awarded to the Sun Shipbuilding & Dry Dock Co., Chester, Pa., a contract for the construction of a large tanker, to be delivered late in 1940. The vessel will be of 19,405 tons, all-welded, turbo-electric type and will be the fourth of this general description to be built for Atlantic Refining and the Sun yards.

The tanker will have an overall length of 543 ft. 10 in., a beam of 70 ft. and a capacity equivalent to 156,000 barrels, or 6,552,000 gals. The turbo-electric engines will be designed to develop 5000 hp. and to provide a speed of 13.25 knots. The vessel is to be placed in service between Philadelphia and Texas Gulf ports.—Lansing.

**Port of Oakland****Tonnage Increases**

Port of Oakland total tonnage figures for the first nine months of 1939 show 1,713,438, an increase of 285,000 tons over the same period in 1938, when 1,429,160 tons of cargo passed over its docks. Inbound tonnage totaled 1,028,022 against 922,072 for last year; out-

## TOLEDO, OHIO

**GREAT LAKES  
TERMINAL WAREHOUSE CO.**

321-359 MORRIS ST. TOLEDO, OHIO

**GENERAL MERCHANDISE  
AND  
COLD STORAGE**

COMPLETE WAREHOUSE AND DELIVERY SERVICE

PRIVATE SIDINGS NYC and B&O RR's A.D.T. SERVICE  
U. S. CUSTOMS BONDED U. S. INTERNAL REVENUE BONDED

LARGEST, MOST MODERN IN THE HEART OF TOLEDO

## TOLEDO, OHIO

**"QUICK SHIPPERS"****TOLEDO TERMINAL  
WAREHOUSE, INC.**

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribu-  
tion . . . Fireproof . . . Private siding Nickel  
Plate Road . . . Free switching . . . Nego-  
tiable receipts . . . Transit storage arrange-  
ments . . . Motor truck service . . . Located in  
Jobbing District . . . U. S. Customs Bonded.MEMBERS: American Warehousemen's Association  
Ohio Warehousemen's Association  
Toledo Chamber of CommerceRepresented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST., PENN 6 C066 1525 NEWBERRY AVE., MON3531

## TOLEDO, OHIO

**Merchants and Manufacturers Warehouse Co.**  
15-29 So. Ontario St.

Center of Jobbing District

Sprinklered Fireproof Building—100,000 Square Feet—Dry Storage—  
Private siding—Free Switching—Merchandise Storage—Pool Car Dis-  
tribution—Negotiable receipts—Transit Storage Privileges—Low in-  
surance Rates—City delivery system.

## TOLEDO, OHIO

**NATIONAL TERMINALS CORPORATION**

OFFICE: 247 MORRIS STREET

Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail  
and Truck Are Available Through Toledo's Best Located Most Accommo-  
dating Warehouses and Docks.  
Two Private Docks Capable of Serving Any Size Boat on the Lakes.  
Both Inland and Dock-Side Warehouses.bound tonnage totaled 685,416 against 507,088 in the  
1938 period.Howard Terminal, on the Oakland Estuary, opened its  
new facility the latter part of October. Old coal bunkers  
were dismantled, the pier extended to a total length  
of 500 ft. by 60 ft. in width, a transit shed erected,  
and a 7-ton gantry travelling crane installed. Fire pro-  
tection includes an efficient sprinkler system which op-  
erates both over and underneath the dock. The ter-  
minal, 16 acres of wharves, warehouses and transit  
sheds, affords direct transfer between ship and rail or  
ship and truck with all modern facilities for handling  
bulk or general cargo.—Burns.**Robinson Terminal Warehouse  
Takes Over Dold Buffalo Plant**The Robinson Terminal Warehouse Corp. has been  
incorporated for the purpose of reconditioning the old  
Jacob Packing Co. plant, William Street and Fillmore  
Avenue, Buffalo, N. Y. Nate Robinson of New York  
City is president of the new company which will engage  
in truck terminal work, cold storage and general stor-  
age. The plant will be used also as a site for light  
and heavy manufacturing. The general storage and  
trucking projects will be sufficiently ready for business  
by January, it is stated.When the entire area, comprising 9 acres and three  
square city blocks, has been remodelled, there will be  
1,000,000 cu. ft. of cold storage space, 2,000,000 sq. ft.  
of general storage space and 1,000,000 sq. ft. for manu-  
facturers.To provide for what Mr. Robinson plans as a consoli-  
dated trucking terminal several of the Dold buildings  
are to be demolished to provide for 100 trucks in the  
terminal at any one time.The total cost of rehabilitation will approximate  
\$150,000.

## MUSKOGEE, OKLA.

**MUSKOGEE TRANSFER & STORAGE CO.**Merchandise and Furniture Storage  
Pool Car Distribution

The only Fireproof Storage Warehouse in Muskogee

Private Siding  
Member N.F.W.A.Free Switching  
Agent Allied Van Lines

## OKLAHOMA CITY, OKLA.

1889—1939

**O. K. TRANSFER & STORAGE CO.**HOUSEHOLD  
GOODS  
MERCHANDISEMEMBERS  
DIST. SERVICE,  
NFWA, AWA

GENERAL WAREHOUSING AND DISTRIBUTION

## OKLAHOMA CITY, OKLA.

Fireproof Warehouse for Mer-  
chandise and Household Goods  
Automatic Sprinkler System  
Office and Warehouse  
303-313 East Grand AvenueWe Solicit Your Accounts for  
Transfer and Storage  
Members of American  
and National Warehousemen's  
Associations

## OKLAHOMA CITY, OKLA.

**OKLAHOMA CITY'S FINEST WAREHOUSES****RELIABLE VAN & WAREHOUSE CO.**HOUSEHOLD GOODS STORAGE  
MERCHANDISE STORAGE  
POOL CAR DISTRIBUTION

## TULSA, OKLA.

**JOE HODGES FIREPROOF WAREHOUSE**

Merchandise Storage—Pool Car Distribution

Located in Center of Tulsa Wholesale District

Member: A.W.A., N.F.W.A. and American Chain of Warehouses

## TULSA, OKLA.

**TULSA TERMINAL  
WAREHOUSE CO.**Merchandise & Household Goods.  
Distribution — Storage — Moving — Packing.  
Heavy Hauling & Machinery Placement.  
Fireproof Warehouse S No. Cheyenne  
Members—M.W.A.—S.W.W. & T. Ass'n.

For the convenience of shippers, this section is arranged geographically

## PORTLAND, ORE.

**Colonial Warehouse and Transfer Co.**

Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse Act  
Merchandise, Storage and Distribution  
Private Siding Free Switching Sprinklered  
1132 N. W. GLISAN STREET



## PORTLAND, ORE.

H. M. CLARK, Pres.

**HOLMAN TRANSFER COMPANY**  
**STORAGE DISTRIBUTION**

SINCE 1864

1306 N.W. Hoyt St.

A.W.A.—O.S.W.A.

## PORTLAND, ORE.

**LET LYON GUARD YOUR GOODS**

**Carload Distributors**

SEATTLE      PORTLAND, Ore.  
2030 Dexter Ave.      1501 N. W. Kearney St.  
Dian McLean, Mgr.      Walter Hollenue, Mgr.

## PORTLAND, ORE.

J. H. CUMMINGS, Pres.

**MERCHANDISE, STORAGE & WAREHOUSING****Northwestern Transfer Co.**

General Forwarding Agents



**SPECIAL ATTENTION GIVEN TO POOL CARS**  
Our private siding is served by all railroads  
1504 N.W. Johnson St., Portland, Oregon  
Estab. 1888

## PORTLAND, ORE.

**OREGON TRANSFER COMPANY**

Established 1868

1238 Northwest Glisan Street      Portland, Oregon

**U. S. BONDED AND PUBLIC WAREHOUSES**

Merchandise Storage and Distribution  
Lowest Insurance Rates—Sprinkler Equipped  
Member A. W. A.  
Eastern Representatives Distribution Service, Inc.

## PORTLAND, ORE.

**MERCHANDISE WAREHOUSING AND TRANSPORTATION**

Pool Cars and L. C. L. Distribution to the Pacific Northwest and  
Inland Empire with Free Pick Up and Delivery Service to All Main  
Points. Route your shipments Via Water or Rail to us.

**PIHL TRANSFER & STORAGE CO.**

1231 N. W. Hoyt St.      Portland, Oregon  
Our Personal Supervision assures you prompt and proper service.

## PORTLAND, ORE.

COVER THE NORTHWEST  
THROUGH**RUDIE WILHELM WHESE. CO., INC.**

Rudie Wilhelm, Pres.

Member A.W.A.

**U. S. Bonded—Concrete Building—A. D. T. Sprinkler System**

Complete Facilities for Storage and Distribution  
of All Commodities

Agents: Universal Transcontinental Freight Service

**TRAFFIC  
MANAGERS SAY**

"Without your enthusiastic help and  
the splendid work being done by Mr. F.  
A. Keeling, it is doubtful that such progress  
could have been made."

**In the Cold Storage Field**

(Continued from page 24)

Ohio, Nov. 1. Growers, wholesalers, shippers, retailers, transportation men, marketing officials and government representatives met on common ground to seek a profitable solution. Present at the meeting were John T. Brown, Director, Ohio Department of Agriculture, and other state government officials, together with representatives of the International Apple Assn.; Ohio Apple Institute, National Apple Institute, Ohio Horticultural Society, and other organizations. The clinic was sponsored by the Ohio Apple Institute, Northern Ohio Food Terminal and Cleveland Chamber of Commerce. Robert Blair of the A. C. Blair Co., Cleveland, was general chairman.

Porter Taylor, Chief, General Crop Section, Federal Surplus Commodities Corp., outlined the principal problems facing the apple industry. The crop this year, he said, is 37 per cent above the 10-yr. average. It is double that of last year and nearly as great as the 1937 crop. The principal problem confronts the middle western states, including Ohio, Illinois, Michigan and Indiana, where the surplus is greatest. For the most part the eastern states have just a normal crop and the Pacific Coast crop is comparatively light.

Although there has been a considerable decrease of apple trees in the last 20 yrs., the production has decreased only gradually because of modern methods and the heavier production per tree. Furthermore, the apple crop now faces the competition of citrus fruits which it did not face 20 yrs. ago. This year the orange crop is equal to last year's greatest yield and the grapefruit yield is its second greatest, so there are three tremendous fruit crops bidding for the market at the same time. Added to this, there is an abnormal European market due to war conditions and the fact that Europe is now growing more of its own apples. Usually the exports constitute 10 or 11 per cent of the sales. This year the export allotment may have to be sold on the domestic market. The total apple production for 1939 will be about 100,000,000 bushels, according to estimate.

In aiding the movement of the apple crop, the Federal Surplus Commodities Corp. has purchased some 3,000 carloads, of which 347 cars came from Ohio. Twenty-two states were represented in the list. Growers have also been asked to divert as many apples as possible into the canning industry and into cider, etc., to help remove the surplus of fresh fruit.

Mr. Taylor blamed the apple industry itself to a large extent for the present market conditions. Apple growers are prone to throw their low grades on the market first—the kind they did not wish to put in storage. This was sold at a low price. The consumers didn't like it and didn't return for more, with the result that the market was hurt.

The crop in storage in 1937 was excessive. Instead of selling the poorest fruit first, growers should sell the best, and sell the different varieties according to their rightful season. There are baldwins on the market now which are not fit to market for another month or more.

Timing is important if the public is to be pleased. In heavy production years, the culls should not be placed on the market. In poor years they might be sold after other supplies are exhausted. According to 1937 survey figures, 80 per cent of the apples sold were of U. S. No. 1 grade or commercial grade, while 10 per cent were utility grade and 10 per cent culls. If this 10 per cent of culls was taken off the market it would cut down the supplies and raise the profit opportunity; at the same time bringing greater satisfaction with the public. If retailers would refuse to sell anything but U. S. No. 1 grade, the problems of a market would be



## BETHLEHEM, PA.



ALLENTOWN BETHLEHEM AND EASTON  
Private Siding  
LEHIGH & NEW ENGLAND R. R.

500,000 CU. FT. COLD STORAGE  
250,000 SQ. FT. DRY & HOUSEHOLD STORAGE

LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE CO.

Lehigh and New England Terminal Warehouse Company  
15th Avenue, North of Broad Street, Bethlehem, Pa.

## HARRISBURG, PA.



**Pool Cars**  
Efficiently Handled  
Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO., Harrisburg, Pa.**  
P. R. R. Sidings Agent for Aero Mayflower Transit Co.  
American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehousemen

## HARRISBURG, PA.

**KEYSTONE WAREHOUSE**  
GENERAL MERCHANDISE STORAGE  
POOL CARS DISTRIBUTED  
BRICK BUILDING—LOW INSURANCE  
STORE DOOR DELIVERY ARRANGED FOR PENNA. R. R. SIDING  
OPERATED BY HARRISBURG WAREHOUSE CO.

## HAZLETON, PA.

**KARN'S STORAGE, INC.**  
MERCHANDISE WAREHOUSE L.V.R.R. SIDING  
Storage in Transit Pool Car Distribution  
Packing — Shipping — Hauling  
Fireproof Furniture Storage  
Est. 1915 Members: Mayflower W.A.—P.F.W.A.—P.W.A.

## LANCASTER, PA.

**LANCASTER STORAGE CO.**  
LANCASTER, PA.  
Merchandise Storage, Household Goods, Transferring, Forwarding  
Manufacturers' Distributors, Carload Distribution, Local and Long Distance Moving  
Members May. W.A.—P.F.W.A.

## PHILADELPHIA, PA.

Member of FWA—PhilaWa  
**COMMERCIAL WAREHOUSING CO.**  
Meadow & Wolf Streets  
Thoroughly Modern Facilities—Customs Bonded  
Complete Warehousing Service for Storage & Distribution of General Merchandise.  
Distribution of Merchandise & Household Goods Pool Cars

## PHILADELPHIA, PA.

Est. over 50 years  
**FENTON STORAGE CO.**  
Absolutely Fireproof 46th and Girard Ave.  
Cable Address "Fenco"  
P. R. R. Siding  
Storage, moving and distribution of household goods and merchandise

## PHILADELPHIA, PA.

**Fidelity—20th Century Storage Warehouses**  
General Offices—1811 Market St.  
Agent for Allied Van Lines, Inc.  
Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.  
Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

## PHILADELPHIA, PA.

Established 1865  
**GALLAGHER'S WAREHOUSES**  
708 South Delaware Avenue  
Merchandise Storage Storage in Transit  
Direct Sidings—Penna. RR. and Reading RR.  
Pool Car Distribution  
Represented by Associated Warehouses, Inc.  
New York Deliveries Chicago  
52 Vanderbilt Ave. City and Suburban 230 Canal St.  
Murrayhill 9-7645 Franklin 6263

## PHILADELPHIA, PA.

**2,100,000 Square Feet**  
**MERCHANTS WAREHOUSE CO.**  
10 Chestnut St. Phone: LOM. 3070  
11 modern buildings in leading business sections. Served by all R.R.'s. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.  
One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

## PHILADELPHIA, PA.

BUELL G. MILLER, President  
**MILLER**  
North Broad Storage Co.  
BROAD & LEHIGH & BRANCHES  
Member P.M.T.A., C.F.M.A. of Pa.

over for the better producers. Even if the retailers refused to sell anything below utility grade, conditions would be much improved.

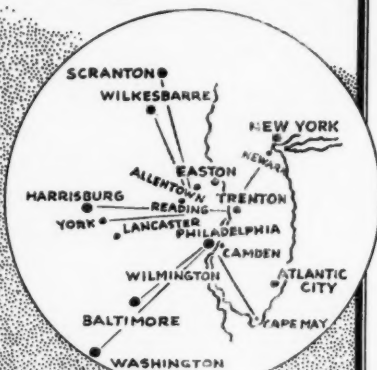
Mr. Taylor criticised any elevation of distribution costs in a surplus year when growers are having difficulty in getting a profit at prevailing prices. He alluded to possible increases in packaging, transportation and handling rates. In such heavy production years as this, growers, wholesalers, retailers and all distribution forces involved should cooperate in meeting the common problem.

A marketing agreement was suggested as a means of correcting conditions in the apple industry. The citrus fruit industry has greatly improved its status in this way, and the northeastern vegetable growers have similarly benefitted. Educational programs, already started by the Apple Institutes, should be increased and all engaged should cooperate fully in promoting higher qualities and an increased market. Retailers are not yet doing an adequate job of display and promotion. Growers should eliminate the varieties which the market has proved it does not want. Old trees should be cut down and young trees top worked over to wanted varieties.

No action was taken in the open forum meeting which followed Mr. Taylor's talk, but an informal agreement was voiced on the need for eliminating cull grades from the market, in elevating quality generally, in turning to popular varieties, and in the education

For the convenience of shippers, this section is arranged geographically

# Key Center of the Big Eastern Market



## MOTOR TRUCK SERVICE

We own and operate a fleet of motor trucks to provide "Store-Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next-morning" delivery anywhere within the area shown in the map.

**13** large warehouses . . . modernly constructed . . . modernly equipped . . . staffed with an efficient personnel. Located in the important retail and wholesale districts of Philadelphia, the shipping center for the East's largest market. Adjacent to steamship piers where regular sailings are maintained for coastwise, intercoastal and world ports. Direct connections with the Pennsylvania Railroad and the Reading Company. Regular pool car service. Ample facilities for prompt, economical handling of merchandise of every kind.

*Special accommodations for household goods shipments.*

WRITE FOR PARTICULARS

## TERMINAL WAREHOUSE COMPANY

Delaware Avenue and Fairmount  
PHILADELPHIA

Members -- A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986  
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461  
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at Strategic Distribution Centers

## PHILADELPHIA, PA.

## 22 Modern Warehouses

**CENTRALLY LOCATED** in all leading business sections . . . close to piers . . . direct connections with all R.R.'s . . . and our own fleet of 22 modern transports.

**OVER 1,000,000 Sq. Ft.** of storage space for merchandise of nearly every kind, bonded and free. Modern buildings with low insurance rates, and equipped for prompt and economical service.

**SHIPPING** to and from all eastern markets and world ports.

**WRITE** for particulars regarding many valuable services offered.

## PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices, Cor. 4th & Chestnut Sts., Philadelphia  
WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses  
American Warehousemen's Association (Merchandise Division)  
Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 62 Beaver St. Tel., Hanover 2-1954  
J. W. Terrell, 250 Park Ave. Tel., Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Tel., Harrison 1496

of the public to the value of apples. Each one was asked to assume responsibility in this movement. Both railroad and warehouse representatives sat in on the meeting. The representative of one large retail chain stated that his organization would henceforth sell only U. S. No. 1 grade apples.—Fiske.

## Santini Brothers Purchase Brooklyn Warehouse

Godfried E. Santini, president of Santini Brothers, Inc., operators of warehouses in the Bronx and Long Island City, announces the purchase of a three-story fireproof building located on the corner of Bedford Avenue and Eastern Parkway in the heart of Brooklyn, N. Y.

Changes will be made in the building and it is expected to be ready for occupancy about Jan. 1. The Seven Brothers' Brooklyn business has grown to such an extent that the new building will improve service to customers in that city. The present plant located at 2222 Church Avenue will be vacated.

The new unit will add about 48,000 sq. ft. to the Santini holdings, making a total of 278,000 sq. ft.

Three warehouses are operated in the Bronx, one in Long Island City, and the new one to be opened in Brooklyn.

## Cleveland Warehouses Adopt New Hours

General warehouses operated by members of the Association of Cleveland Warehousemen will henceforth maintain hours from 8.00 a.m. to 4.30 p.m. instead of 8.00 a.m. to 5.00 p.m. as in the past. Saturday hours will be from 8.00 a.m. to 12 noon. The change was decided upon at a meeting of the association on Oct. 9, and the new hours went into effect on Oct. 24.—Fiske.

## PITTSBURGH, PA.

**DUQUESNE WAREHOUSE CO.**

Office: Duquesne Way and Barbeau St.  
**Merchandise Storage & Distribution**

Members A. W. A.

## PITTSBURGH, PA.

Established 1911

**EXHIBITORS' SERVICE COMPANY**

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—  
 Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—90  
 Company Owned Vehicles—Steel and Concrete Terminal  
 Cooling Room Space for Perishables.

## PITTSBURGH, PA.

**Ed Werner Transfer and Storage**  
 1917-19 Brownsville Road Pittsburgh, Pa.

**Household Goods Storage**

Consign shipments via PRR—Lake Erie RR—B & O RR  
 Long Distance Moving

Agents for Allied Van Lines, Inc.  
 Member of N.F.W.A.

## PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

THOMAS WHITE — Owner and Manager

**W  
H  
I  
T  
E**

*In the Heart  
 of Pittsburgh's  
 Jobbing District*

**TWO WAREHOUSES**  
**17th AND PIKE STS.**  
**13th AND PIKE STS.**

A Quarter of a Million Square  
 Feet of Space at Your Disposal

**COMPLETE TRUCKING  
 FACILITIES.**

**POOL CAR DISTRIBUTION**

**P. R. R. SIDING**

**STORAGE-IN-TRANSIT PRIVILEGE**

Also operators of

**WHITE MOTOR EXPRESS CO.**

100% Mack Equipment Established 1918

**TERMINAL CO.**

**TRAFFIC  
 MANAGERS SAY**

"I have read with interest every issue of your  
 magazine since it was first published and have  
 noted a tremendous growth from the beginning.  
 The thing that impresses me is that your editorials  
 are not biased and represent clear, concrete and  
 concise facts pertaining to the transportation field."

## SCRANTON, PA.

R. F. POST

**DRAYMAN & STORAGE WAREHOUSE**

221 Vine St.

HOUSEHOLD STORAGE POOL CARS  
 MERCHANDISE STORAGE PACKING  
 LOCAL AND LONG DISTANCE MOVING  
 PRIVATE SIDING, D. L. & W. R. R.

## SCRANTON, PA.

**The Quackenbush Warehouse Co.**

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS  
 STORAGE POOL CAR DISTRIBUTION

D L & W and D & H Sidings

Member of Allied Distribution, Inc.



## UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

**KEYSTONE TRANSFER CO.**

CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED  
 LONG DISTANCE MOVING

Private Siding B. & O. R.R.

## WILKES-BARRE, PA.

**WILKES-BARRE STORAGE CO.**

General Storage and Distribution

Prompt and Efficient Service  
 Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

## WILLIAMSPORT, PA.

**WILLIAMSPORT STORAGE CO.**

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE AND DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

80-90 Dudley St.

Member National Furniture Warehousemen's Asso.  
 Agent for Allied Van Lines, Inc.



## PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**

Storage all kinds of General Merchandise, Pool Car  
 Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on  
 deep water.

Shipping directions South Providence, R. I.

**ATTENTION  
 SHIPPERS**

This is the forty-first consecutive issue in which new  
 warehouse advertisers have appeared in **DW**—Don't depend on the  
 Annual Shippers' Directory issue alone.



## CHARLESTON, S. C.

## Charleston Warehouse and Forwarding Corp.

Merchandise Storage and  
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

## COLUMBIA, S. C.

Carolina  
Bonded  
Storage Co.



**BONDED**  
**COMPLETE STORAGE FACILITIES**  
for MERCHANDISE &  
HOUSEHOLD GOODS.

Pool Cars Handled. Household Goods  
Transferred. Long Distance Trucking.

Member of A.W.Inc.—MayWA 700 Block College



## GREENVILLE, S. C.

"The Heart of the Piedmont"

## TEXTILE WAREHOUSE CO.

Est. 1923

511-13-15 Rhett St.



GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

## KNOXVILLE, TENN.

## FIREPROOF STORAGE &amp; VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 13c. per \$100.00 Household goods shipments

per annum. solicited. Prompt remittances

Pool Cars distributed. made.

MEMBERS American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

## MEMPHIS, TENN.

S. S. DENT, Pres.

## General Whse. &amp; Dist. Co.

435 So. Front St.



"Good housekeeping, accurate records,  
Personal Service"

Located in the center of the Jobbing &  
Wholesale District

Sprinklered

Low Insurance

Private R. R. siding

Perfect service

## MEMPHIS, TENN.

W. H. DEARING, General Manager

## John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.20 per \$1,000 per Annum

Distribution a Specialty.

Merchandise storage, dependable service, free switching, Local cartage delivery,  
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler.

## MEMPHIS, TENN.

H. K. HOUSTON, Pres. B. T. GRILLS, Gen. Mgr.

## UNITED WAREHOUSE &amp; TERMINAL CORP.

Warehouse No. 1

Warehouse No. 2

137 E. Calhoun Ave.

138-40 St. Paul Ave.

Memphis, Tennessee

Storage (Wdse.)—Pool Car Distribution—Local delivery service—Office Space.  
In the heart of the wholesale district and convenient to Rail, Truck and express  
terminals. Eight car railroad siding—(N.C.&ST.L. and L.&N.)—Reciprocal switch-  
ing. Represented by Distribution Service, Inc. Member of A.W.A. and M.W.A.

## NASHVILLE, TENN.

124 FIRST AVE. N.

## BOND, CHADWELL CO.

MERCHANDISE  
WAREHOUSE.  
RAIL, TRUCK  
AND RIVER  
TERMINAL.



## NASHVILLE, TENN.

521 Eighth Ave., So.

## Central Van &amp; Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

## NASHVILLE, TENN.

ESTABLISHED 1886

## The PRICE-BASS CO.

194-204 Hermitage Ave.

MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and  
Pool Car Distribution—Private Siding



## Factories on the Move

(Continued from page 25)

General Electric Co.'s lamp department has acquired about 12 acres on U. S. Highway No. 80 in southern district of Jackson, Miss., for production of G. E. Mazda sealed beam automobile headlamps. These are of new construction in which light source is hermetically sealed in a headlamp made entirely of glass. Plant will consist of 2 main one-story buildings having about 100,000 sq. ft. of floorspace, with several auxiliary structures, powerhouse and other mechanical departments. Equipment will be provided for a working force of about 350 persons.

Lufkin Foundry & Machine Co., Lufkin, Tex., has approved plans for new one-story plant for production of heavy-type truck trailers for motor freight transportation, including parts, manufacture and assembling departments. Company has taken over former Martin Wagon Mfg. Co., Lufkin property, and will consolidate with organization.

Swift & Co., Chicago, meat packers, soy bean department, has acquired property near Fostoria Country Club, Fostoria, Ohio, for new soy bean processing mill.

Kasle Bros., Inc., Detroit, is preparing to install a hydraulic compressed baler for compressing old automobile bodies, fenders, fence, wire, bale ties and other scrap at Flint, Mich.

Pennsylvania Salt Mfg. Co., after more than 75 yrs. at its present site in Philadelphia, is planning to move the plant to a new location more suitable for an expansion program, according to L. T. Beale, president.

National Biscuit Co., New York, has purchased from the city of Denver a tract of approximately 16 acres, at  
(Concluded on page 88)

More Liquor Storage  
Awards in Ohio

The Ohio department of liquor control has awarded one new firm a liquor warehousing contract, and renewed three other contracts, announced Director Jacob B. Taylor, who said that reduced rates in the new awards would constitute a saving of \$75,000 a year to the liquor department, which would be passed on to consumers.

The Franklin Warehouse Co., 27 Vine St., Columbus, lost its contract to the Merchants Forwarding Co., 470 East Starr Ave., Columbus, of which Philmon F. Hazebaker is general manager, and Wellington F. Evans, Detroit, is president. Under the new rates, the state

## AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

**Armstrong Transfer & Storage Co., Inc.**

First and Pierce Sts.

Distributors of Merchandise

**BONDED WAREHOUSES**

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and Distributing Company.

Member Southwestern Warehouse &amp; Transfermen's Association—American Chain of Warehouses



## BEAUMONT, TEXAS

**TEXAS STORAGE COMPANY**

656 Neches St.

Beaumont, Texas

Merchandise and Household Goods  
Warehouse, Concrete Construction  
30,000 Sq. Ft. Distribution of Pool Cars  
Transfer Household Goods  
Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.



## DALLAS, TEXAS

**In Dallas It's Binyon-O'Keefe**

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.



For 60 Years **BINYON-O'KEEFE** For 60 Years  
Fireproof Storage Co. Dallas

Associated with Distribution Service, Inc.



## DALLAS, TEXAS

(Established 1875)

**DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof  
Construction—  
Office, Display,  
Manufacturers,  
and  
Warehouse Space

Operators of the  
Lone Star Package Car  
Company (Dallas and Fort  
Worth Divisions)

H. &amp; N. T. Motor Freight Line

Agents for Allied Van Lines, Inc.

MEMBERS A.W.A., N.F.W.A., American Chain of Warehouses

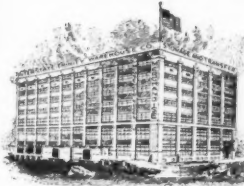
Southwest Warehouse &amp; Transfermen's Assn. Rotary Club



## DALLAS, TEXAS

**Interstate - Trinity Warehouse Company**

301 North Market Street, Dallas



Merchandise Storage and Distribution

Household Goods Storage, Moving &amp; Packing

Long Distance Hauling

Associate Managers

W. I. Ford R. E. Abernathy

Represented by

ALLIED DISTRIBUTION INC.

CHICAGO

NEW YORK 11 WEST 42ND ST. PENN. 6-0968

1525 NEWBERRY AVE. MON.5531

## DALLAS, TEXAS

**SPECIALIZING**MERCHANDISE STORAGE  
POOL-CAR DISTRIBUTIONSERVING THE GREAT  
SOUTHWEST AREAEVERY ACCOUNT IS  
PERSONALLY SUPERVISED  
BY THE MANAGEMENT**KOON-McNATT STORAGE & TRANSFER CO.**

911 MARION ST.



CONTRACT OPERATORS  
FOR ALL RAIL LINES AND  
UNIVERSAL CARLOADING  
& DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight  
Handled Monthly for Dallas  
Shippers



## DALLAS, TEXAS

A Complete Merchandise Warehouse Service  
COLD STORAGE—MERCHANDISE STORAGE  
YARD STORAGE—RENTALS**MAAS-MORGAN WAREHOUSE, INC.**

Houston Street at McKinney Avenue. 1917 North Houston Street.

703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willing-ness can offer.

## DALLAS, TEXAS

**Merchants Cold Storage of Dallas**

Bonded

470,000 Cu. Ft. Cold Storage Space

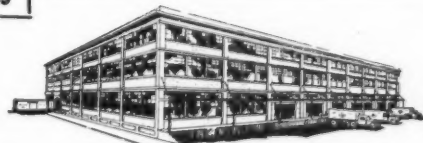
Pool Car Distribution

1301-7 Broom St.

P. O. Box 5088

## DALLAS, TEXAS

Hawkins  
Street  
and  
Pacific  
Avenue



The Southwest's Warehouse of Service  
**MERCHANDISE STORAGE**  
POOL CAR DISTRIBUTION, AIR-CONDITIONED  
OFFICE SPACE

**Texas and Pacific Terminal Warehouse Co.**

209 N. Hawkins

(See Companion Service Under Ft. Worth Listing)

will pay 8.75 cents per case for the first month's storage, handling, and preparing Federal reports, as against 12 cents a case paid previously. The state will also pay 4 cents per case for renewal storage, as compared with 5 cents a case paid heretofore.

In addition to the Merchants Forwarding award, Director Taylor renewed contracts at the new rates with the Cincinnati Terminal Warehouse, Inc., Cincinnati; the Great Lakes Terminal Warehouse Co., Toledo; and the Canton Storage, Inc., Canton. Previously, a contract was negotiated with a Cleveland firm (see story, page 69, November issue) to take care of liquor storage in that section of the state, also at reduced rates, as follows:

According to the provisions of the new contract, the charge for the first month of storage has been reduced from 10 cents to 6 cents per case, while the renewal storage charge has been cut from 5 to 4 cents. With the consummation of the new contract, the director said extensive alterations would be made to the terminal warehouse.

The Franklin Warehouse Co., Columbus, whose contract was not renewed, had been criticized by the economy bloc in the Ohio Senate during a legislative investigation in 1938. Gaylord "Pete" Stinchcomb, former football star at Ohio State University, is head of that firm.—Kline.

For the convenience of shippers, this section is arranged geographically

## EL PASO, TEXAS

"Bankers of Merchandise"  
"Service With Security"

**International Warehouse Co., Inc.**  
1601 Magoffin Ave. El Paso, Texas  
Lowest Content Insurance Rate  
Fireproof Storage of Household Goods, Autos  
& Merchandise. State and Customs Bonded.  
Private Trackage—T. & P. and So. Pac. Rys.  
Pool Car Distribution—Motor Truck Service.  
Incorporated in 1920  
Members—*NFWA—SWTA—Agent for Allied  
Van Lines, Inc.*



## FORT WORTH, TEXAS

## In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60 Years **BINYON-O'KEEFE** Fireproof Storage Co. Fort Worth  
Associated with Distribution Service, Inc.



## FORT WORTH, TEXAS

**A Complete Merchandise Warehouse Service**  
MERCHANDISE STORAGE — COLD STORAGE — POOL  
CAR DISTRIBUTION — FRISCO R.R. SIDING  
MODERN — FIREPROOF WAREHOUSE  
**JOHNSON STORAGE & DISTRIBUTING CO., INC.**  
AND  
**JOHNSON MOTOR LINE**  
801 W. VICKERY BLVD. FT. WORTH, TEXAS

## FORT WORTH, TEXAS

Agents—ALLIED VAN LINES, INC.

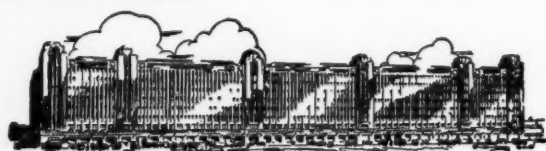
Storage, Cartage, Pool Car Distribution



**O. K. Warehouse Co., Inc.**  
255 W. 15th St., Fort Worth, Tex.



## FORT WORTH, TEXAS



*The Southwest's Finest Warehouse*  
**MERCHANDISE STORAGE**  
**POOL CAR DISTRIBUTION, OFFICE DISPLAY**  
**AND WAREHOUSE SPACE**  
**Texas and Pacific**  
**Terminal Warehouse Co.**  
(See Companion Service Under Dallas Listing)

## HARLINGEN, TEXAS

Specialists In

**General Merchandise Storage —**  
**Forwarding — Pool Car Distribution**

Public bonded warehouses in Corpus Christi on Sou. Pac. and Harlingen on Mo. Pac. R.R.'s. Common carrier motor freight service for Houston, San Antonio, Austin, Hebbronville and Rio Grande Valley. Expert handling. S.W.A. members.

**ROBINSON WAREHOUSE & STORAGE COMPANY**  
General Offices: 1500 Tiger St., Corpus Christi

**TRAFFIC  
MANAGERS SAY**

"Please be assured that not only the writer, but a number of other Traffic Men in our city and surrounding territory have recognized the value of your accomplishments, and we trust that you feel sufficiently encouraged to continue your good work."

## HOUSTON, TEXAS

## BINYON-STRICKLAND

## WAREHOUSES, INC.

Merchandise Storage — Pool Car Distribution  
Centrally Located — Lowest Insurance Rate  
Private Siding Southern Pacific Ry. Co.  
**Goliad & Morin Sts. Houston**

## HOUSTON, TEXAS

## CENTRAL FORWARDING INC.

CONTI AND WALNUT STS.

MERCHANDISE AND HOUSEHOLD GOODS  
STORAGE AND POOL CAR SERVICE  
OFFICE AND DISPLAY SPACE

**O. J. UMBERFIELD,**  
BRANCH MANAGER

## HOUSTON, TEXAS

## Better Warehousing in HOUSTON

We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

**HOUSTON CENTRAL WAREHOUSE CO.**  
Commerce and San Jacinto Houston, Texas

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 43RD ST. PH. 4-0966 1525 NEWBERRY AVE. MO. 3334

## HOUSTON, TEXAS

## Houston Terminal Warehouse &amp; Cold Storage Company

General Storage Cold Storage U. S. Custom Bonded  
Pool Car Distribution  
Office Space Display Space Parking Space  
Lowest Insurance Rate

New York Representative  
Phone Plaza 3-1235

Chicago Representative  
Phone Harrison 1496

## The Parade of New Products

(Continued from page 26)

has asked bids on general contract for one-story storage and distributing building on Market St.

Lufkin Rule Co., Saginaw, Mich., steel rules, steel tapes, etc., has let general contract for one-story addition.

Link-Belt Speeder Corp., 1201 Sixth St., S.W., Cedar Rapids, Ia., conveying and allied equipment, subsidiary of Link-Belt Co., Chicago, has let general contract for one-story addition.

Gillette Rubber Co., Wisconsin St., Eau Claire, Wis., manufacturer of automobile tires and tubes, has let contract for two-story addition for storage and distribution.

General Foods Corp., New York, has introduced Post-Tens, a new package which contains cartons of its entire cereals family. The new cellophane-wrapped carton contains two individual packages each of grape-nuts, post toasties, Post's 40 per cent bran flakes, grape-nuts flakes and huskies.

Vick Chemical Co., New York, has introduced a new dentifrice, known as Nutrox. Morse International is the Vick agency.

Kellogg Co., Battle Creek, Mich., plans expenditure of \$125,000 for construction of a four-story and basement addition to its cereal products plant in London, Ont., Canada.

Marco Animal Foods Co., Philadelphia, will use newspapers, radio, direct mail, windows and store dis-



## HOUSTON, TEXAS

**PATRICK TRANSFER & STORAGE CO.**Merchandise and Household Goods Storage  
Pool Car Distribution

Shipside and Uptown Warehouses

Operators—Houston Division  
Lone Star Package Car Co.

1302 Nance St. Agents for Allied Van Lines, Inc.

Members N.F.W.A.  
State and Local Assn.

## HOUSTON, TEXAS

**T. P. C. Storage & Transfer Company, Inc.**  
Commercial StorageOFFICE SPACE                      PARKING SPACE  
MANUFACTURERS AGENTS  
POOL CAR DISTRIBUTION

## HOUSTON, TEXAS

W. E. FAIN, Owner and Manager  
Established 1901**TEXAS WAREHOUSE COMPANY**Thirty-eight Years  
Under Same Continuous Management

MERCHANDISE EXCLUSIVELY

Pool Car Distribution                      Sprinklered Throughout  
A.D.T. Supervised Service

## HOUSTON, TEXAS

**UNIVERSAL TERMINAL WAREHOUSE CO.**

Merchandise Storage — Pool Car Distribution

— U. S. Customs Bonded —  
— Office Space —New York Representatives:                      Chicago Representatives:  
DISTRIBUTION SERVICE, INC.                      DISTRIBUTION SERVICE, INC.  
100 Broad Street                      219 E. North Water St.  
Members A.W.A. and State and Local Associations.

plays to promote Marco dog and cat foods. Philip Klein Agency handles its advertising.

Berg Williams Corp., New York, plans for the merchandising of Dura Perl, a new powder and paste dentifrice, and has placed its account with Morgan Reicher &amp; Co. The initial advertising test will begin early next year.

Announcement was made at the open forum meeting of Clover Farm Stores at its 13th annual convention in Cleveland, Oct. 17-18, that Clover Farm would shortly bring out a new size container for its Supreme Label vacuum cooked foods. This will be a 15½-oz. tin, the contents of which will equal those of a No. 2 brine pack can. It was declared that a big opportunity lies ahead for vacuum packed foods, and belief was expressed that the new 15½-oz. tin would be the "can of the future" in this field.—Fiske.

Reichold Chemicals, Inc., Detroit, has bought 12 acres of land adjacent to its plant, and starts a building program at once to be completed in February, 1940. The first units to be erected will be an administration building and two warehouses for both raw and finished materials. There will be additional loading docks. Reichold is rated as one of the largest producers of surface-coating synthetics, manufacturing over 80 synthetic resins.—Jenkins.

Johnson &amp; Johnson, Inc., George Street, New Brunswick, N. J., chemicals, drugs, etc., has acquired about 160 acres on Highway 25, near New Brunswick, for new plant, consisting of a large one and multi-story structure, with several smaller units, powerhouse, shops and other buildings.

Bird &amp; Son, Inc., Washington St. Extension, East Walpole, Mass., roofing and building papers, etc., has

## HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

**WESTHEIMER**  
**Transfer and Storage Co., Inc.**

OVER 50 YEARS IN HOUSTON

Fireproof Warehouses

Merchandise & Household Goods Storage—Pool Car Distribution—  
Lift Van Service—20 car lengths of truckage.  
Agent for Allied Van Lines, Inc.                      Members N. F. W. A.  
State and Local Assn.

## PORT ARTHUR, TEXAS

**ENGLISH TRANSFER AND STORAGE COMPANY**  
MERCHANDISE HOUSEHOLD GOODS MOTOR FREIGHTState  
BondedSORTING AND BOXING  
DISTRIBUTION OF POOL CARS  
TRANSFERS HOUSEHOLD GOODSJ. H. ENGLISH,  
Owner-Manager

1000-1020 Fort Worth Ave.

## SAN ANTONIO, TEXAS

**CENTRAL WAREHOUSE & STORAGE CO.**

331 Burnett Street

MERCHANDISE EXCLUSIVELY

Pool Car Distribution—Complete Service  
Distribution—Storage—Drayage  
Inquiries Solicited

## SAN ANTONIO, TEXAS

**MERCHANTS**  
TRANSFER & STORAGE CO.Complete Storage and Distribution Service  
over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

## SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.**  
BONDED                      FIREPROOFPOOL CAR DISTRIBUTORS  
STORAGE AND DRAYAGE

Dependable Service Since 1913

## SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

**Scobey Fireproof Storage Co.**HOUSEHOLD . . . . . MERCHANDISE  
COLD STORAGE . . . . . CARTAGE

DISTRIBUTION

INSURANCE RATE . . . . . 10c

Members of 4 Leading Associations

## SAN ANTONIO, TEXAS

MEMBER

**SOUTHERN TRANSFER & STORAGE CO.**

Specialists in Merchandise Distribution

FIREPROOF BONDED STORAGE

U. S. Customs Bonded Warehouse—  
Cartman's Permit No. 1

## TYLER, TEXAS

**Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East  
Texas. Specializing in Pool Cars Merchandise.

## OGDEN, UTAH

Member of A.W.A.

**Western Gateway Storage Co.**

Warehousing in all its branches

POOL CAR DISTRIBUTION

MERCHANDISE AND COLD STORAGE

Ogden is the Gateway to the Inter-mountain West

## SALT LAKE CITY, UTAH

**CENTRAL WAREHOUSE**

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution.

Office Facilities.

Member A. W. A.

## SALT LAKE CITY, UTAH

**Merchandise Storage and Distribution**

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 14 Cents

**JENNINGS-CORNWALL WAREHOUSE CO.**

Salt Lake City, Utah

Represented by  
DISTRIBUTION SERVICE, INC.  
New York—Chicago—San Francisco

## SALT LAKE CITY, UTAH

Merchandise—Storage—Distribution—Service

**M. A. KEYSER FIREPROOF STORAGE CO.**

328 West 2nd South

72,000 square foot space. Reinforced concrete and brick with office or desk space, also U. S. Customs bonded space. In center of jobbing district. Free switching. Private siding. 30 years' unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for mdse. in storage. Free P. & D. service over rail and truck lines.  
Member AWA—NEWA—UWA—AWI

## SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE

**SECURITY STORAGE & COMMISSION CO.**

230 S. 4TH WEST STREET

Over 32 Years' Experience

Merchandise Warehousing - Distribution  
Sprinklered Building - Complete Facilities  
Lowest Insurance Cost - A.D.T. Watchman Service  
Office Accommodations - Display Space

Represented by American Chain of Warehouses, Inc.

New York Chicago  
250 Park Ave. 53 W. Jackson Blvd.MEMBER:  
A.W.A.—U.W.A.

## BLUEFIELD, VA.

**Twin City Warehouse Co.**

406 Virginia Ave.,

Bluefield, Va.

Serving the Coal fields of Southern W. Va. and Southwestern, Va.; a population of over 510,000 people. Transferring and storage of household goods and merchandise.

Member of NFWA—AWA  
Agents Allied Van Lines, Inc.

## NORFOLK, VA.

HOUSEHOLD AUTOMOBILE STORAGE

**NEW-BELL STORAGE CORPORATION**

NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE  
50,000 SQUARE FEET PRIVATE RAIL SIDING  
Lowest Insurance Rate in Norfolk. Pool Car Distribution  
WE SPECIALIZE IN MERCHANDISE STORAGE  
AND DISTRIBUTION  
AGENTS AERO MAYFLOWER TRANSIT COMPANY  
Member M.W.A. & S.W.A.

## NORFOLK, VA.

Serving—Va. Beach, Ft. Monroe, Newport News, Williamsburg and Tidewater Virginia.

**Security Storage and Van Corp.**

530 FRONT STREET

Norfolk's Finest Fireproof Furniture Warehouse  
Motor Van & Lift Van Service  
Collections — Distribution

Members—NAT'L F.W.A.—ALLIED VAN LINES

let general contract for one-story addition for storage and distribution.

Meyer Kornblum Packing Co., 300 Central Ave., Kansas City, Kans., meat packer, has asked bids on general contract for two-story and basement addition to plant.

Cincinnati Butchers Supply Co., 2145 Central Parkway, Cincinnati, refrigerators, fixtures and other store equipment, has taken over former plant of Worthington Pump &amp; Machinery Corp., Elmwood Place district, and will modernize and expand for new plant for increased production facilities.

Bohemian Distributing Co., 2254 E. 49th St., Vernon, Los Angeles, has filed plans for a one-story addition to winery.

North Carolina Pulp Co., Plymouth, N. C., sulphite fiber pulp products, has let general contract for one and multi-story addition for expansion in bleaching department and new mill unit for paper board production.

Alliance File Corp., 1105 Metropolitan Ave., Brooklyn, N. Y., announces the formation of a company of that name to manufacture hand-cut files.

Gum, Inc., Philadelphia, manufacturer of chewing gum, has purchased the two-story plant containing 56,000 sq. ft. of floorspace, at 4859-4865 Stenton Ave., that city, which had been held for sale at \$85,000.—Lansing.

Benjamin C. Betner Co., Devon, Pa., manufacturer of paper specialty bags for the food and other industries since 1926, and which operates two plants in the Pennsylvania borough, has purchased the James River Paper Products, Inc., Richmond, Va., manufacturer of paper bags. The Richmond plant will conduct business as a division of the Betner company, with A. B. Collins, formerly president of James River Products, Inc., as manager of the division.—Lansing.

The Glassine Paper Co., West Conshohocken, Pa., has acquired the mills and business of the McDowell Paper Mills, Manayunk, Philadelphia, and will operate this property as the McDowell Paper Mills branch of the Glassine Paper Co. Both mills will continue in the production of glassine and greaseproof papers and waxed and laminated specialties. The McDowell Paper Mills are 114 yrs. old, the company having been founded by Joseph McDowell in 1825. The Glassine Paper Co. is almost a century younger than the concern it has purchased. J. M. Chestnut will manage the Manayunk mills. Trade names for the Glassine Paper Co.'s laminated glassine, a type pioneered by the company, are "Paravel" and "Parabag."—Lansing.

(Concluded on page 85)

**New Warehousing Charges in Argentine**

The Argentine director general of customs has issued a resolution to establish regulations for the application

of the revised warehousing and slingage charges which became effective June 1, 1939.

The resolution states that imported merchandise for which a request for clearance for consumption has been made prior to June 1, 1939, and which is cleared and withdrawn from the customs within 45 days from the arrival of the ship at the port of Buenos Aires, or within 30 days at other ports, will pay the old warehousing and slingage charges.

Merchandise not withdrawn within the periods specified will be subject to a fine of 5 per cent and double warehousing charges.

Warehousing charges will be collected on the old basis for a period of 1 mo., and on the new basis for any additional period.

In the case of merchandise declared for warehousing which is dispatched within 1 mo. from June 1, 1939, the warehousing charges will be made on the old basis. Merchandise not dispatched within 1 mo. from June 1, 1939, will pay 1 mo. of warehousing charges on the old basis, and any additional period on the new basis. Slingage charges will be paid one-half on the old basis, and one-half on the new basis.

#### Portland, Ore., Warehouses Closed Saturdays

Twenty merchandise warehouses in Portland, Ore., are now closed all day Saturday in order to comply with the Federal Wage and Hour Law. The change became effective Nov. 11. The companies are as follows:

Alert Transfer & Storage Co.; B. & O. Transfer Co.; Colonial Warehouse Co.; Consolidated Freightways, Inc.; Crescent Transfer & Warehouse Co.; Helser Bros. Transfer Co.; Holman Transfer Co.; Interstate Terminals, Inc.; Manning Warehouse Co.; Northwestern Transfer Co.; Olsen-Roe Transfer Co.; Oregon Transfer Co.; Pacific Transfer & Storage Co.; Pihl Transfer & Storage Co.; Portland Terminal Warehouse; Rapid Transfer & Storage Co.; Rudie Wilhelm Warehouse Co.; Sills Truck Service; Standard Warehouse Co.; Warehouses, Inc.

Warehouses in Seattle, effective Oct. 28, went on the 5-day week basis.

#### Riverfront Highway, Phila., May Be Double-Decked

The Pennsylvania Board of Trade, at Philadelphia, recently made known a plan to double-deck 3 miles of Delaware Avenue—the riverfront highway serving the great warehouse district of the city—to relieve traffic congestion. The plan is said to have received the general approval of the Regional Planning Federation. The proposed overhead highway would be constructed from Callowhill Street to Oregon Avenue, with ramps leading to Race, Arch, Market and Walnut Streets, providing a fast north-south roadway from the overburdened area between 8th Street and the Delaware River.—*Lansing.*

#### Sperti Lamp to Prevent Food Spoilage on Market

The Sperti Electric Mfg. Corp., Cincinnati, is appointing distributors for its ultra-violet ray lamp equipment designed to prevent spoilage and odors of foods in storage rooms kept at an even 45-deg. temperature.

The equipment operates on low voltage and is easily adaptable to a variety of purposes, chief of which in use at present, however, is for food and meat storage.

In the near future it is expected that a unit will be developed for use in the home refrigerator. The ultra-violet rays effect a sterilization of the air surrounding the food, destroying all mould and bacterial growth, and eliminating slime and discoloration of meats during storage and tenderizing periods, it is said.

Wholesalers and butchers could profit by reduced

#### NORFOLK, VA.

Established 1892

## SOUTHGATE

### STORAGE COMPANY, Inc.



For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

MEMBER:  
A.C.W.  
A.W.A.  
S.W.A.  
U.S.C. & G.

Write for Booklet— "7 POINT DISTRIBUTION"

#### RICHMOND, VA.

60 Years of Uninterrupted and Expert Service

#### BROOKS TRANSFER and STORAGE CO., Inc. 1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—810,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States—Freight Truck Line.

Member of N. F. W. A.—A. V. L.—A. T. A.

#### RICHMOND, VA.

**STORAGE  
HOUSEHOLD  
GOODS**

**OBJECTS of ART  
FURS - RUGS  
VALUABLES**

### THE W. FRED RICHARDSON

## Security Storage Corporation

**PACKING FOR SHIPMENT**

**Local and Long Distance Movements**

**ESTABLISHED 1897**

Agent for Allied Van Lines, Inc.

#### RICHMOND, VA.

160,000 Sq. Ft. Space

#### VIRGINIA BONDED WAREHOUSE CORPORATION


ESTABLISHED 1908 1709 E. CARY ST.

**U. S. BONDED & PUBLIC WAREHOUSES**  
**MERCHANDISE STORAGE & DISTRIBUTION**  
**INSURANCE RATES 20c PER \$100 PER YEAR**

Member A.W.A.

**BUILDINGS SPRINKLERED**

#### ROANOKE, VA.



### H. L. LAWSON & SON

**Finance and Storage**

**Pool Car Distributors**

**General Merchandise Storage**

**421-25 EAST CAMPBELL AVE.**

**ROANOKE, VIRGINIA**

#### ROANOKE, VA.

#### ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars

Private Railroad Siding



Automatic Sprinkler

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

**TRAFFIC  
MANAGERS SAY**

"It is a grand job you are doing in taking up and so thoroughly wielding the cudgel in behalf of Traffic Management. The attention you are directing to the subject through the columns of your valuable publication, augmenting the work being undertaken in the various states to bring about legal recognition of the profession, merits the plaudits of every experienced and qualified Traffic Manager."

*For the convenience of shippers, this section is arranged geographically*



## SEATTLE, WASH.

**EYRES TRANSFER & WAREHOUSE CO.**

A Seattle institution—50 years of outstanding service  
**Cartage — Distribution — Storage**  
 Highest financial rating; new fireproof, sprinklered buildings;  
 lowest insurance rate (10.2¢); modern equipment.  
 "The Shippers' Open Door to Alaska and the Orient"

## SEATTLE, WASH.

J. R. GOODFELLOW, Pres.

**OLYMPIC WAREHOUSE & COLD STORAGE CO.**

**MERCHANDISE STORAGE & DISTRIBUTION**  
 1203 Western Avenue Seattle, Wash.  
 Cold Storage — Dry Storage — Rentals — Pool Car Distribution — Office Rentals  
 Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8¢. Siding connects  
 with all rail lines.  
 Bonded U. S. Customs; State License No. 2; State Liquor Control Board.  
 Member of A.W.A. (C.S.) Wash. State Whsmns. Assoc.

NEW YORK CHICAGO  
 11 WEST 42ND ST. PENN. 4-0968 1525 NEWBERRY AVE. MON.5531

## SEATTLE, WASH.

Lloyd X. Coder, Pres.-Mgr.

Est. 1919

**SYSTEM Transfer & Storage Co.**

2601-11 Second Avenue

**Warehousemen & Distributors of**  
**General Merchandise and Household Goods**  
**Office and Desk Space—Low Insurance Rates**  
 Member—A.W.A.—W.S.W.A.—N.F.W.A.—S.T.O.A.

## SEATTLE, WASH.

**TAYLOR-EDWARDS**  
Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates  
 Associated with leading warehouses through  
**DISTRIBUTION SERVICE, INC.**  
 New York Chicago San Francisco  
 Members of—American Warehousemen's Assn.: Washington State  
 Warehousemen's Assn.

## SEATTLE, WASH.

**UNITED WAREHOUSE COMPANY**

1990 Alaskan Way

**GENERAL MERCHANDISE**  
**STORAGE**  
 100,000 sq. ft. capacity  
 Established 1900



**POOL-CAR**  
**DISTRIBUTORS**  
 U. S. Customs Bond  
 Free Switching

## SPOKANE, WASH.

Willard Johnson  
Pres.W. B. Fehlin  
Secty.

Consign to  
**SPOKANE TRANSFER & STORAGE CO.**  
 308-316 Pacific Ave.

**Merchandise Department**  
 Largest Spot-Stocks in the  
 "Inland Empire."  
 (67,000 sq. ft.)

**Household Goods Dept.**  
 Assembling and distribution of  
 pool and local shipments  
 Agents for JUDSON

Member of A.W.A.—American Chain of Warehouses

## TACOMA, WASH.

**Pacific Storage & Transfer Co.**

Member

**Drayage, Storage & Distribution**

Forward your Step in Transit and Pool Cars in  
 our Care (Free Switching). Located in Center  
 of Wholesale District, 18th & Broadway.

Member A.W.A.—Wash. State Assn.

**TRAFFIC**  
**MANAGERS SAY**

"I believe that every industry and carrier  
 should have D and W on the desk of its Traffic  
 Manager and wish to take this opportunity to  
 express to your publication my sincere apprecia-  
 tion for its initiative 'and I say that advisedly,' in  
 undertaking to further the interests of the 'Traffic  
 Profession.'"

refrigeration cost, reduced shrinkage through dehy-  
 dration, and elimination of trimming losses, and the  
 need for defrosting storage room coils is eliminated,  
 according to the manufacturers.

The equipment was developed by Dr. George Sperti,  
 who for 10 yrs. was director of basic science research  
 at the University of Cincinnati.—Kline.

**Rudolph Leases Space at  
Yorke Terminal**

The C. O. Rudolph Warehouse Co., Inc., has leased  
 135,000 sq. ft. in the Yorke Terminal at Manhattan  
 Avenue and Newtown Creek, Long Island City, for a  
 general commodity warehouse. The Rudolph company  
 has warehouses in Brooklyn and Jersey City, N. J.

**Central Storage, Madison.  
Wis., Leases Space**

The Central Storage and Warehouse Co., a new Wis-  
 consin corporation headed by L. F. Talty, has leased  
 35,000 sq. ft. of floorspace in the Burgess Battery Co.  
 Bldg., 1015 E. Main St., Madison, Wis., where it will  
 operate a commercial storage warehouse.—W.T.N.B.

**Dillner, Pittsburgh, Favors  
Lease Staggering System**

J. H. Dillner, general manager of the W. J. Dillner  
 Transfer & Storage Co., Pittsburgh, Pa., is promoting  
 the lease staggering system as a means for avoiding  
 the annual May Day moving rush. "The public would  
 be far better off if most of the moving was not crowded  
 into 1 week of the year," he stated. "Staggered leases  
 would eliminate such common problems as having one  
 truck pull up to a house before the family moving out  
 had departed. Responsible moving men would prefer  
 to have moving jobs spread over the year so that such  
 unnecessary 'rush' is eliminated."

Mr. Dillner also pointed out that one of the leading  
 delays on Moving Day is caused by the size of many  
 apartment house elevators. Small size elevators re-  
 quire many trips and result in a larger moving bill.



"Of course you're worth ten dollars a week more  
 than you're getting—I hope you'll be with us a  
 good long while."

## New York Plans Port Board To Gain Business

Organization of a "Port Trade Advisory Board" to coordinate public and private efforts in attracting commerce to this port, a step precipitated by war conditions, has been announced by Commissioner Frank J. Taylor, chairman of the committee on port protection of the Port of New York Authority.

Changes caused by the European war and the neutrality act are upsetting the normal channels of trade, Mr. Taylor said, and have intensified the necessity of correcting a situation adverse to the port.

Formation of the board will be undertaken at once. Representatives of transportation lines, warehouses, banks, and other organizations closely identified with port matters, will be invited to sit on this board, with which the port authority will cooperate in coordinating port information and promotional activities.

"In addition to the work of protecting the commerce of the port by rate negotiations and formal cases," said Commissioner Taylor in making public the Port Trade Advisory Board plan, "there is necessity for educating shippers and shipping lines to the advantages of doing business in the port of New York. This is particularly true at this time when changes due to the European war and the new neutrality act, are upsetting the normal channels of trade.

"A number of organizations and individuals have recently pointed out the lack of co-ordination in promotional activities in this port, as contrasted with the campaigns put on by the New Orleans Traffic Bureau, Baltimore Import-Export Bureau, Philadelphia Chamber of Commerce, Los Angeles Chamber of Commerce and the Boston Port Authority.

"They have informally inquired whether the port authority could not take a more active part in organizing this phase of the New York commercial situation. The staff of the port authority has worked out a scheme for joint cooperation between steamship companies, railroads, banks, utility companies, and the Port of New York Authority and New York University. The chairman of the port protection committee has been authorized to write the several agencies involved to join in creating a port trade advisory board and establishing a clearing house with headquarters at the port authority."

## Asks President to Act in West Coast Strike

President Roosevelt was asked Nov. 18 to intervene in a labor dispute which has tied up San Francisco's waterfront for 8 days at a cost of \$200,000 a day.

Harry Bridges, head of the Longshoremen's Union, and C.I.O. director for California, was accused of responsibility. He was defended by the striking unions.

Mayor Rossi, who appealed to the President to take "a personal interest in this matter to the end that decent American citizens may be given an opportunity to live and progress," charged that "the alien, Bridges," had paralyzed the waterfront.

The Marine Firemen, Watertenders, Oilers and Wipers, an independent union, voted overwhelmingly to end a coastwise strike started Nov. 8 against steam schooner operators engaged in the lumber trade.

But the principal strike was that of the Ship Clerks' Assn., affiliate of the warehousemen, against the Dock Checkers' Employers Assn.

A new strike situation has developed at Oakland, where a "hot pear" picketing dispute broke out, adding new troubles to the Pacific Coast maritime industry already crippled by the San Francisco port tie-up and virtual suspension of coastwise schooner operations.

The waterfront Employers Association meanwhile broke off a meeting with International Longshoremen's

(Concluded on page 86)

## HUNTINGTON, W. VA.

Our Government, City and County, have at this time about ten million dollars in various projects in city and county under construction. This is all in addition to industrial payrolls. Don't you want to get your share of this business? Our warehouse is the open door. Don't forget—five million population can be served over night through our warehouse.

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Members of MayWA—WisWA

TRAFFIC  
MANAGERS SAY

"My personal thoughts are that you are doing for the profession what Lincoln did for the colored people; what our ancestors, Washington, Franklin, et al., did for the nation; what the Magna Charta did for the English people."

(Concluded from page 82)

The Warner & Swasey Co., Cleveland, will spend approximately \$200,000 for new machinery and equipment to boost production.—Fiske.

Republic Steel Corp., Cleveland, Ohio, has entered into a \$3,000,000 expansion and improvement program involving several of its plants.—Fiske.

The Harshaw Chemical Co., Cleveland, is planning an 8,000 sq. ft. addition to its plant on Harvard Avenue.—Fiske.

## Fined Because of Freight Rate Concessions

The Aluminum Co. of America, Aluminum Cooking Utensil Co. and the Pennsylvania Railroad were given fines totalling \$7,000 by Federal Judge Nelson McVicar on Nov. 6 for violation of the Elkins act prohibiting freight rate concessions.

The companies pleaded no defense to the charges filed by the I.C.C. and the Department of Justice. Minimum fines were requested by Acting United States Attorney George Mashank, who stated that the offenses were of a "technical" nature. He stated that the railroads supplied a larger freight car than ordered, but freight charges were billed at the small-car rate instead of the large-car rate.

For the convenience of shippers, this section is arranged geographically

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Office and Warehouse, 122 W. Washington St.

TRUCKING — MOVING — STORAGE  
POOL CAR DISTRIBUTION

(Concluded from page 85)

and Warehousemen's Union leaders Nov. 14 on grounds they were "wasting time" because the I.L.W.U. spokesmen, according to employers, came to the conference without definite proposals.

The employers said they felt their time, as well as that of the I.L.W.U. leaders, could be spent most profitably in seeking solution of the Ship Clerks' Ass'n. strike which has tied up commerce at San Francisco.

The latest dispute arose at the port of the city of Oakland, where Congress of Industrial Organizations warehousemen put out picket lines to block loading of Santa Clara Valley pears aboard the British Columbia.

The warehousemen contended loading the pears directly from refrigerator cars into the ship violated their agreement. Directors of the port, which is municipally-operated, said direct loading had been a long established practice.

### Judge Stays Freight Rate Slash Order

District Judge J. D. Moore, on Nov. 18, at Austin, granted a temporary injunction against a railroad commission order, effective Nov. 20, abolishing freight rate differentials in West and Southwest Texas territory.

The injunction sought by a group of rail carriers, was issued on condition that the difference between present rates and those effective under the commission order be impounded and refunded to shippers if the commission's order is upheld.

A date for hearing on a permanent injunction was not set immediately.

The carriers' petition for a 90-day postponement of the order has been denied by the commission, which reiterated its refusal on Nov. 17.

It has been estimated by commission officials that the order would save approximately \$600,000 yearly for shippers in 69 West Texas and many Southwest Texas counties. The differentials, varying from 10 to 20 per cent above normal rates, were allowed originally in areas with below normal traffic.—Smith.

### U. S. Chamber Stresses Increasing Strikes

The conviction that retention of the National Relations Act in its present form constitutes one of the most serious threats to complete recovery was expressed by the Committee on Manufacture of the Chamber of Commerce of the United States.

Amendments to the Act are recommended for the consideration of the special committee of the House of Representatives.

Continuous study of this legislation over the 4-yr. period of its existence brings the following conclusions by the Chamber Committee:

1—The Act as administered by the Labor Relations Board has materially increased rather than decreased the number and intensity of strikes and other forms of industrial strife throughout the country.

2—It has interfered with, rather than promoted, the amicable settlement of industrial disputes and the employment of duly constituted public agencies set up for that purpose.

3—It has disrupted, rather than fostered, friendly relations between management and worker, with re-



sulting discord among the employees, reduced efficiency in operation, and increased costs.

4—It has deprived large numbers of workers of the right which the law was presumed to protect—the right to bargain collectively through representatives of their own choosing.

5—It has fomented class distinction and class hatred.

6—By subjecting management to new risks and uncertainties, both as to rights and obligations, it has effectively prevented the expansion of existing facilities and the creation of new facilities, so essential to the economic growth and development of this country.

The Committee added:

"On this showing alone—and numerous other charges might be added—we urge that the Act be promptly and substantially amended."

Committees of Congress, having jurisdiction as to labor legislation, have, through dilatory tactics, the Committee declares, long succeeded in avoiding the necessity of reporting remedial legislation; although testimony before these committees, the Chamber Committee asserts, overwhelmingly supported amendments as immediately needed in the public interest.

The Chamber Committee expresses its belief that in ordering a special committee investigation, the House of Representatives undoubtedly was responsive to a pronounced change in public sentiment respecting the Act, especially as reflected in recent state legislation. It calls attention particularly to two provisions of new state labor legislation which embrace principles strongly urged for incorporation in the Federal Act.

"For example," the Committee stated, "these state laws prohibit employees, as well as employers, from engaging in unfair labor practices as specified in the statute. For employees, unfair labor practices include sit-down strikes, coercion or intimidation of employees and their families, violation of collective bargaining agreements, and picketing by a non-employee unless a majority of the pickets are employees. Unfair labor practices of employers follow generally the enumeration in the Federal Act.

"The state laws also recognize and protect the right of an employer to petition for an election. Under the new Wisconsin statute, for instance, an employer who has filed such a petition may not be deemed to have refused to engage in collective bargaining until the results of the election have been certified to him."

No legislation in the field covered by the Federal Labor Relations Act and related states acts can hope to attract consistent public support, the Chamber Committee asserts, unless it preserves to government the role of unbiased and wholly impartial intermediary as between conflicting interests of management and worker, or within the ranks of labor itself.

"Legislative preferment of one class or group of our citizens over another has no place in our American system," says the Committee.

Briefly, the Chamber Committee's proposals for amendments, with the reasons given, are:

**Employer's Right to Certification.** With the revision of its rules on July 14, the Labor Board reversed its earlier procedure and for the first time recognized the right of an employer to petition for certification of the agency selected by his employees for collective bargaining purposes. Since this right may be exercised only in the event that conflicting demands are made on the employer by two or more labor organizations, each asserting authority to represent a majority of his employees, and as the Board may in its discretion modify or revoke its present rule, we recommend that the Act be amended to grant to an employer, upon whom any demand has been made for recognition of representatives for collective bargaining, the express right to petition the Labor Relations Board for a determination and certification of the representatives selected by his employees for collective bargaining.

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### Factories on the Move

(Concluded from page 78)

40th Ave. and Steele St., to erect a one-story baking plant. The building will be one-story high, featuring straight line production, which is the latest development in the baking industry. On completion of the new structure, the present bakery at 19th and Blake Sts. will be abandoned. The present development indicates that the company has definitely decided on Denver as the center of production and distribution of its products for Colorado and adjacent states.

Reichold Chemicals, Inc., Detroit, manufacturer of surface coating synthetics, is contemplating the establishment in the near future of a manufacturing plant in South America, it is announced. C. J. O'Connor, executive vice-president, is now on his way to important points in South America to conduct an economic survey among South American paint, varnish, lacquer and enamel manufacturers to determine the most suitable location for the new unit.

Hessleim & Co., New York, has leased the plant of Marlboro Cotton Mills, Spartansburg, S. C., for a period of 3 yrs. It is understood that the new concern will manufacture narrow sheetings for the present, but will diversify later to make sateens, etc. Hessleim & Co., formerly a sales agent for the Marlboro Mills, also operates a mill at Sand Springs, Okla., in addition to export and textile sales business.

American Velvet Co., Stonington, Conn., is negotiating with local interests with the view of moving its \$1,000,000 factory to Selma, Ala., including some \$300,000 worth of machinery. The new enterprise, if established there, is expected to provide employment for at least 300 persons.

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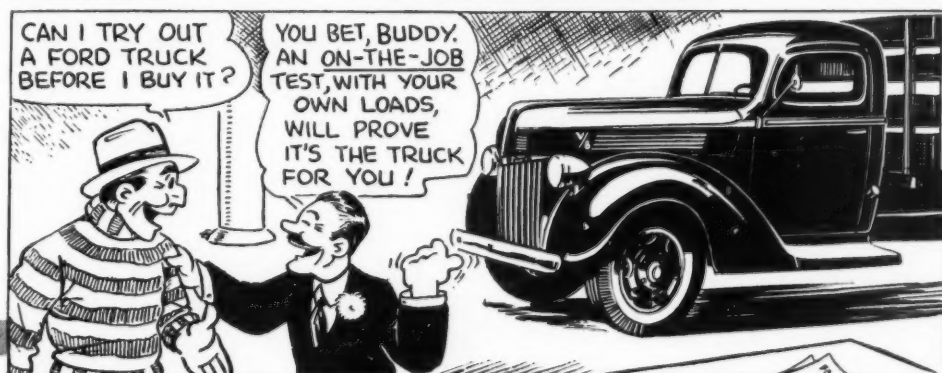
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